

السنة 1350

Baker gives in to critics at universities

Six key changes pledged for education Bill

By Nicholas Wood, Political Correspondent

Mr Kenneth Baker, Secretary of State for Education and Science, bowed last night to his academic critics and announced sweeping changes in his controversial proposals for Government supervision of higher education.

He pledged six amendments to the Education Reform Bill to be brought forward on the floor of the Commons next month.

His response delighted university officials, who indicated privately that he had given them much of what they have been campaigning for with increasing determination in the past few weeks.

Professor Sir Mark Richmond, chairman of the Committee of Vice-Chancellors and Principals (CVCP), said the package was "several steps in the right direction", although he wanted to see the precise wording of the amendments. "In general, the Secretary of State has listened", he said.

Mr Baker put a brave face on his climbdown, insisting

Bishops' attack.....2

that much of the criticism directed at the Bill had been "misguided and misleading".

He told the committee of MPs considering the Bill at Westminster that it had imposed the Government all manner of "sinister motives" which had never been entertained.

The most important change, the one most keenly sought by the CVCP, centres on the Secretary of State's control on funds to individual universities and polytechnics.

Under the Bill, Mr Baker would have been able to determine personally what they taught through a power enabling him to attach strings to cash grants to named institutions.

He said last night that he would be tabling an amendment to the Bill making clear that he would not be able to intervene at such a detailed level. The other changes are:

- An explicit commitment that the universities and polytechnics (UGC) and the polytechnics funding council (PFC) will only be able to attach conditions to funds received from them. This means universities and polytechnics will be able to spend money raised from private sources as they wish;

- A clear right for the funding councils to advise the Secretary of State;

- A parliamentary check on the powers of funding councils to attach conditions to grants to universities and polytechnics;

- A limit on the Secretary of State's power to give the funding councils extra tasks;

- Clarification of the circumstances in which funding councils can demand the repayment of funds that have not been used in accordance with the original conditions.

Labour, while describing the changes as "half a pint of whisky in its attacks on the higher education part of the Bill, Mr Derek Fatchett, a frontbench spokesman, said he believed the amendments were designed to placate opposition in the Lords.

He said he wanted to see a clear pledge on individual academic freedom and an answer to the question on why the Secretary of State wanted a

final power to direct the funding councils.

All the promised amendments will be brought forward at the report stage on the Bill, which is expected towards the end of next month.

Miss Diana Warwick, general secretary of the Association of University Teachers, echoed Labour's point about the lack of any move over academic freedom, but otherwise welcomed Mr Baker's shift.

"We are pleased that all the work we have been doing has produced a response which seems to protect university autonomy", she said.

On his powers to attach strings to grants to specific universities, Mr Baker told MPs that he had said repeatedly that such conditions would be general in nature.

"I have no intention of using my power to attach conditions to influence the allocation of funds between individual institutions. That is properly a matter for the funding councils. To put the matter entirely beyond doubt, I will bring forward an appropriate Government amendment."

On the scope for Government interference in the work of the councils, Mr Baker said that the Government did not meddle in the detailed work of the University Grants Committee (UGC) and did not intend any change of that.

"It is simply not possible for it (the department) to duplicate the detailed work of the UGC and its daily contacts with the universities."

"The UGC and the PFC will be prestigious independent bodies. They must be able to make their own decisions on the allocations of funds in relation to the particular needs and circumstances of individual institutions, and on the funding of new initiatives", he said.

However, given that the funding councils were spending £2.4 billion of public money annually, it was right that the Secretary of State's existing last resort powers of direction over the UGC should be set down in black and white in the Bill.



Mr Kenneth Baker: Six amendments to reform Bill.

Howe and Gorbachov pursue a new detente



Warm welcome: Sir Geoffrey Howe is delighted as an aide translates Mr Gorbachov's greetings at their Kremlin meeting.

Pact on human rights inquiry

From Christopher Walker, Moscow

Sir Geoffrey Howe, the Foreign Secretary, last night ended a two-day visit to Moscow which confirmed Britain's new role as senior European partner in the East-West dialogue and paved the way for Mr Mikhail Gorbachov's first trip to London as Soviet leader.

Mr Gorbachov used a two-and-a-half-hour meeting with Sir Geoffrey to emphasize the "exceptional importance" of his forthcoming visit. Officials believe it will be in the first half of 1989.

One unexpected product of the improved relations was the Kremlin's agreement to the suggestion that the two nations should establish their first permanent working group on human rights. When appointed, it will meet in both London and Moscow.

"So long as public opinion in Britain is concerned by human rights in the Soviet Union, it will be a factor in our relations," Sir Geoffrey told a crowded news conference.

He said that only one name remained on a list of almost 20 cases of families in Britain whose relatives were unable to

leave the Soviet Union which was first presented to the Kremlin two years ago. "But as I said to Mr Shevardnadze, that is still one too many. The plain truth is that families should not have to lobby governments to be reunited," he declared.

Mr Gorbachov yesterday broke with Kremlin protocol and used a photocall in its ornate Catherine Hall to emphasize to British correspondents (who persisted in asking questions despite stern rebukes from burly KGB minders) his intention of taking up the invitation extended by Mrs Thatcher last year. "You can see how active the Soviet-British dialogue is now, and that is a very good thing," he said.

During the talks, which ran 30 minutes over schedule, the Kremlin leader reaffirmed his statement of October, 1986, that Britain's independent nuclear deterrent would remain outside the scope of strategic weapons talks with the US which are hoped to culminate in a 50 per cent cut at the Moscow summit later this year.

Addressing a press conference, Sir Geoffrey claimed that his extensive meetings in Moscow, including those with Mr Gorbachov, had paved the way for the package or face the sack.

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Haughey struggles to save agreement

By John Cooney

Mr Charles Haughey, the Irish Prime Minister, and his Cabinet colleagues held a special meeting last night to formulate a policy statement to keep alive the Anglo-Irish agreement.

This follows the failure of two Irish ministers to wring concessions from Britain on the "shoot to kill" controversy in Northern Ireland.

A four and a half hour meeting of the inter-governmental conference in Belfast yesterday was soured by the overnight leak that Mr

Photograph.....24

Douglas Haughey, the Home Secretary, intended to make permanent anti-terrorist legislation, strongly opposed by Irish citizens travelling to or living in Britain.

It was unclear if the Irish Government felt it had obtained enough at that meeting with Mr Tom King, the Secretary of State for Northern Ireland, for Mr Haughey to announce a resumption of co-ordination meetings between the head of the Royal Ulster Constabulary and the Garda Commissioner.

The only movement made public was a British request for a meeting of officials to iron out difficulties that have arisen between the British and Irish Attorney Generals on extradition procedures. This request was being considered by the Irish government last night.

But there were no signs that Britain acceded to four Irish demands: the prosecution of RUC officers said to have been implicated in the alleged shoot-to-kill policy in 1982; the publication of the Salter-Sampson report into the shootings; the disclosure to Dublin of details of RUC

Continued on page 24, col 2

Union hard line puts Ford talks in the balance

By Tim Jones

Talks aimed at settling the Ford strike hung in the balance last night as union negotiators appeared to be taking a hard line. After eight hours neither side appeared to be giving much ground in the dispute, which is costing Ford more than £40 million a day and the trade unions £500,000 a week in strike pay.

The union side was unhappy with the pay and conditions being offered for a two-year deal. Although willing in principle to accept such a settlement, they considered the company was expecting too much for too little pay.

Ford had conceded, in the words of one union leader, that their original ambition of imposing a three-year settlement was "a bridge too far".

As they entered the talks, the union negotiators were confronted by demonstrators from Ford plants who carried banners demanding "no surrender".

Mr John Bohanna, a shop steward from Halewood, Merseyside, said: "The company has done well out of us as their profits show and now we want our share of the action."

During the talks, the company was offering a two-year pay deal worth 7 per cent this year and 2.5 per cent plus an inflation linking next year.

Since preliminary talks were

undertaken last week between senior union and management officials the mood appeared to have hardened. Rejection of a two-year deal surprised company negotiators who believed they were making a major concession.

In addition, the Ford management team was believed to have offered to modify its plans for a radical change in work practices.

The hard line adopted by union negotiators surprised the Ford management who believed that much of the groundwork had been covered in the earlier talks between Mr John Hougham, the company's personnel director, Mr Ron Todd, of the Transport and General Workers Union and Mr Bill Jordan, president of the Amalgamated Engineering Union.

Apart from the pay element, with shopfloor workers insisting on a 10 per cent "no strings attached" one-year deal, the union side has had to steer a delicate course between inter-union jealousies based on demarcation practised at the Ford plants.

Last month Mr Gynge presented the technicians with a 10-point plan for more flexible working arrangements. He gave the strikers seven days to accept the package or face the sack.

Rivalry threatens new Dundee plant

By Tim Jones

The Ford Motor Company said last night it would have to "consider" its decision to build a new £14 million high technology plant at Dundee if it fails to secure the single union deal it has negotiated with the Amalgamated Engineering Union.

The parent company in Detroit is losing patience because of delays caused by inter-union rivalry and will tell Mr Norman Willis, General Secretary of the TUC, today that the plant could be relocated on the continent.

Leaders of the AEU fear that unless their single union deal is conceded, the 1,000 jobs earmarked for Dundee could be lost and Ford could take a strategic decision to pull out of the UK.

Last night, Mr Gavin Laird, general secretary of the AEU said: "We have made it very clear to the TUC that we believe single-union deals are

here to stay and the TUC has a responsibility to relay that message. If it does not, they are living in the dark ages - something the AEU is not prepared to do."

Three top Ford executives, who have been in London for some days, are expected to tell Mr Norman Willis, the TUC general secretary, that the company is becoming increasingly impatient with delays in sanctioning the agreement to ensure single-union manning.

But Mr Mick Murphy, of the TGWU, said after a meeting of the committee representing the 12 manual unions at Ford that not a single component built at the plant will go into British-built cars unless plans for single-union working are dropped.

The new factory is planned initially to employ about 450 people but that could rise to more than 1,000.

UK reopens Waldheim file

By Martin Fletcher, Political Reporter

Mrs Thatcher announced last night that the files have been reopened on possible connections between President Waldheim of Austria and the death of six British commandos in the Second World War.

The Prime Minister said the fresh review had been triggered by the critical report last week of the international commission of historians, set up by the Austrian Government, to investigate Dr Waldheim's wartime record.

She emphasized that in 1986 the Ministry of Defence had conducted a thorough investigation of official British records, but found no evidence to substantiate allegations against Dr Waldheim.

However, in the past week The Times has disclosed that the British Government destroyed files 10 years ago which may have linked Dr Waldheim to the investigation of the six commandos who were captured in Greece in 1944.

According to sources at the American National Archives, one of those files, the Altimira file, specifically connected Dr Waldheim to the investigation of the British commandos.

Mrs Thatcher's announcement was made last night in a written reply to Mr Robert Rhodes James, the Conservative MP and historian, who once worked for Dr Waldheim when he was the United Nations Secretary-General.

Continued on page 24, col 1

Palace finds footmen are thin on the ground

By Alan Hamilton

It is the traditional, if stereotypical, complaint of the upper classes that you just can't get staff these days. The Queen, it appears, is no exception.

She has been advertising in the Jobcentre at Kings Lynn, near her Norfolk home at Sandringham, for the past two weeks for a footman to work at Buckingham Palace. But so far there has not been a single taker.

The Royal Household is seeking a young man in his early twenties, with an O level standard of education, reliable, honest and of good appearance. The rewards are a salary of between £5,500 and £5,700, together with free board, lodging and uniform.

Although based at Buckingham Palace, the successful applicant would

travel with the Queen to her other residences, and would embark on a three-year training course that included waiting at tables and working in the silver, gold, china and glass pantries.

Buckingham Palace is a notoriously bad payer; its rates for domestic staff are linked to comparable staff, including doormen and porters, in the Civil Service, and the palace keeps in line with whatever is negotiated with the Government by the Civil Service Union. Traditionally, however, the union has excused its Buckingham Palace members from taking part in industrial action.

Mr Dick Bushell, manager of the Kings Lynn Jobcentre, said yesterday that 150 men aged between 19 and 24 in the town were currently registered

unemployed but none of them had so far applied for the palace job.

"We were extremely surprised to get this request from Buckingham Palace; it came completely out of the blue."

"The palace said they wanted to try this part of the country because from experience they like the people from Norfolk", Mr Bushell said.

Recently several footmen have been recruited from unlikely areas of the country, although according to the palace there is no specific policy of giving priority to applicants from areas of high unemployment.

Last year they advertised for a footman in the Jobcentre at Truro, Cornwall, and gave the job to one of a number of applicants. Four years ago an unemployed man aged 21 applied

for a post advertised in his local Jobcentre at Allerton, Liverpool, which said simply: "Wanted: footman for large house in London, possibility of foreign travel."

Soon afterwards he was riding in full ceremonial uniform on a coach in the Duke and Duchess of York's wedding procession.

After some unhappy experiences in the past, recruits are now expected to sign a declaration promising not to tell the domestic secrets of royal life.

Mr Jim Simpson, district officer of the Transport and General Workers' Union at Kings Lynn, said yesterday: "I thought a job like this would have been snapped up. Has Norfolk run out of gentlemen's gentlemen?" Apparently it has.

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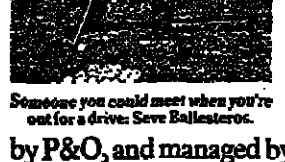
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NEWS ROUNDUP

Parents accuse 'abuse' doctors

The two consultant paediatricians at the centre of child sexual abuse controversy in Cleveland, Dr Marietta Higgins and Dr Geoffrey Wyatt, were yesterday reported to the General Medical Council for alleged professional misconduct.

Two couples, whose children were diagnosed as being sexually abused and held in local authority care for up to five months last year, lodged the complaints alleging the two doctors had been negligent and incompetent.

Mr David Scurfield, a Middlesbrough solicitor acting for the couples, said: "They are shocked and angry by what has happened. They want the GMC to look at the medical aspects used by the two doctors in diagnosing sexual abuse. Their motive is to make sure that such a thing never happens again to perfectly normal, happy families."

Mr Scurfield said that the six children involved, all girls aged between seven months and nine years, were now back with their families, the eldest girl "deeply scarred" by her experiences away from home.

P&O sell Kinnock's golf hotel damages

A Japanese hotel and retailing chain has bought a stake in The Old Course Golf and Country Club in St Andrews, Fifeshire, a 20-year-old hotel which overlooks the fairways of the Old Course, revered as the home of golf.

P&O, which put the hotel up for sale, is selling a 20 per cent share to Seibu Saison, owners of the Hotel Seiyu in Tokyo. Equal stakes are also being bought by the Oppenheimer family of South Africa, the Rockefellers of the US, The Royal and Ancient Golf Club of St Andrews and Robert Fleming, the merchant bank.

Solvent abuse deaths

Nearly 20 young people on average die each week from solvent sniffing and many more are harmed and injured, according to figures released yesterday.

The figures from St George's Hospital Medical School, south-west London, show that 93 young people died from sniffing in 1986. Figures for last year are expected to be higher. There were 116 deaths in 1985.

The Society for the Prevention of Solvent and Volatile Substance Abuse said the deaths involved 27 different kinds of products, most of them for household use.

Move on bombings Alert over cheeses

Counsel for the six men convicted of the Birmingham public house bombings are to seek leave tomorrow to appeal to the House of Lords.

The Court of Appeal rejected two weeks ago the men's case that they had been wrongly convicted, after the longest criminal appeal yet seen in the British courts.

Leave to appeal to the House of Lords will be made to the Lord Chief Justice, Lord Lane, who, with two other judges, heard the men's case in the Court of Appeal.

Hunters apologize

A hunt group apologized yesterday after hounds cornered and killed a fox in front of three children in a family's garden. Mrs Alison Day, mother of two of the children, said: "I could hear them screaming hysterically. I rushed out and saw a pack of dogs frantically tearing at a fox."

Mrs Day's husband, Phillip, aged 27, threw bricks to keep the dogs away from the children, two aged seven and one aged four, in their garden in Evansdown, Mid Glamorgan.

Bishops say Bill threatens Catholic education

By John Clare
Education Correspondent

Roman Catholic bishops in England and Wales yesterday said the Government's Education Reform Bill threatened the existence of the Catholic school system and lacked any guiding principle other than "an arbitrary idea of what subjects might be useful for earning a living".

The bishops accused the Government of favouring the interests of a minority of parents and children at the expense of the majority, a principle "difficult to reconcile with Catholic ideals".

The Bill would make it difficult for Catholic schools to remain faithful to the church's tradition of caring especially for poor and deprived people, they said.

The criticisms are contained in a booklet, published by the Catholic

Bishops' Conference and to be circulated in every diocese and parish.

It concentrates on three of the Bill's proposals: the national curriculum, open enrolment and grant-maintained schools. The bishops were not persuaded that the Bill as a whole would achieve the laudable aim of raising educational standards.

Their main objection to the national curriculum is that it "sidelines" religious education by failing to make it one of the 10 core subjects to be studied by all pupils up to the age of 16.

They say the Bill forces religious studies to compete with a number of optional subjects for very limited classroom time.

"Catholics believe that religious education is not one subject among many but the foundation of the

entire educational process. The beliefs and values it communicates should inspire and unify every aspect of school life."

The Bill's preamble, which requires all schools to promote pupils' spiritual and moral development, is dismissed as an "empty hope given no substance or meaning". The bishops demand that religious education should be made part of the core curriculum of every Catholic school.

They also say the Bill removes from school governors the right to determine the curriculum of voluntary-aided Catholic schools and hands it to the Secretary of State for Education and Science. That meant that the minister had "the last word on what shall be taught in Catholic schools even if this conflicts with the ideals and practice of Catholic educators."

The Government's open enrol-

ment proposals, which would require schools to admit pupils up to their physical capacity, could force Catholic schools to admit too many children who were not Catholics, so adversely affecting the school's character, the bishops claim.

On the other hand, they say, the requirement could also lead to the forced closure of Catholic schools if pupils are drawn away to schools with a more popular reputation in more affluent neighbourhoods.

"This would be unjust and run clean contrary to the traditional policy that every Catholic child should have the chance of a Catholic education."

The bishops demand that the governors of Catholic schools should retain control over admissions and that such control should be guaranteed by law.

They reserve their greatest anger for the Government's plan to allow

schools to opt out of local authority control.

That would open the way for a small group of transient, unrepresentative parents "looking for only short-term gains, or acting from social or racial motives harmful to the interests of the Catholic or wider local community" to bring about a fundamental change in a Catholic school.

The proposal threatened the very provision of Catholic education by making overall planning almost impossible. No Catholic school should be allowed to opt out without the free consent of the trustees appointed by the church.

They also say the Bill weakened the partnership between church and state established by the Education Act, 1944. They have had some verbal reassurances from the Government "but what matters is what is written in the law".

Big rise in complaints on personal data errors

By Frances Gibb, Legal Affairs Correspondent

Complaints about errors in personal files stored on computer have quadrupled to more than 100 a month since the right to inspect such files came into force three months ago under the Data Protection Act 1984.

However, the Data Protection Registrar, the watchdog of the Act, is concerned that there are about 100,000 companies whose files are not open for inspection because they have failed to register as data users in breach of the law.

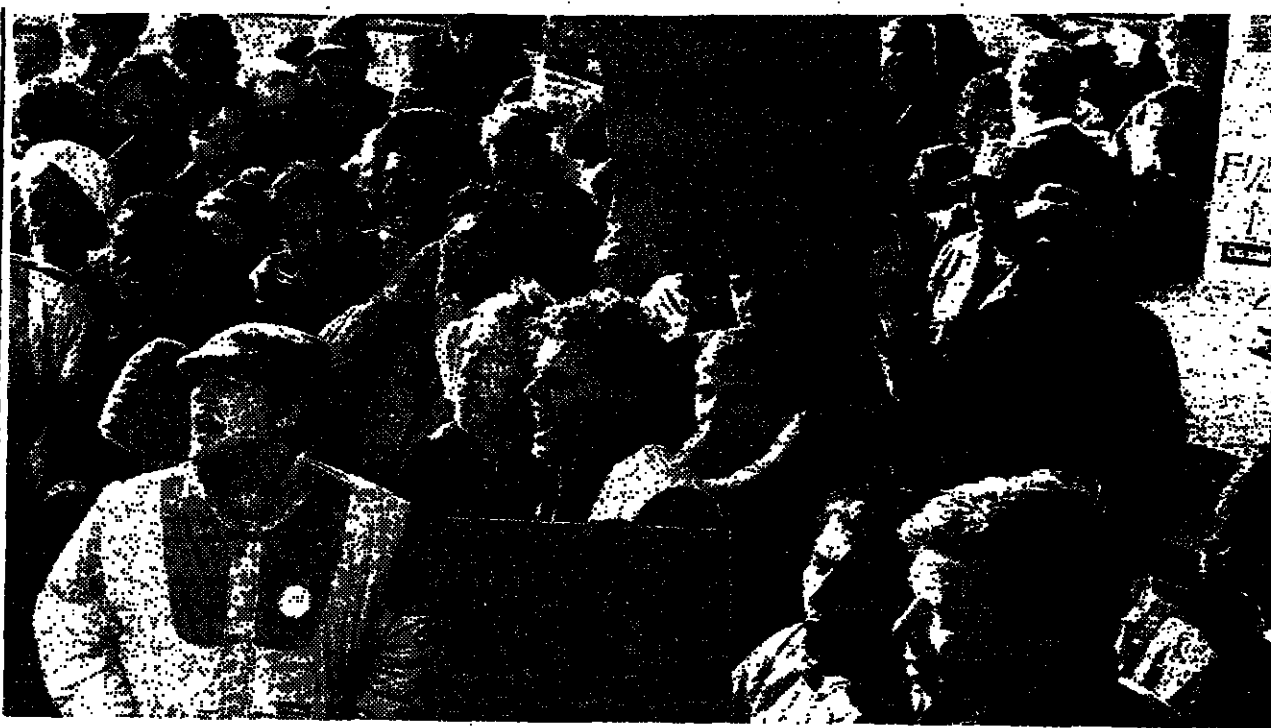
There is evidence also that some people are deterred from exercising their right to inspect files because of the £10 fee which companies and individuals who store personal data can charge per entry.

Mr Francis Aldhouse, deputy data protection registrar, said the original estimate of 300,000 computer users who would need to register was probably too high. A more realistic figure was 200,000 to 250,000.

"At present we have just under 150,000 people who have applied so a substantial number, almost certainly very small businesses, have not registered", he said.

Since November 11, when the statutory right to inspect computer-stored personal files came into force, complaints have risen from 30 a month to 30 a week, largely because of publicity, the officials said.

However, the take-up rate had been lower than expected. "From talking to Government departments, health authorities, and solicitors with a number of computer-user clients, it seems there is a steady flow of requests, but not as many as some expected", Mr Aldhouse said.



Ford workers protest yesterday outside the firm's London headquarters, Bayswater House, as unions and management met in an attempt to reach agreement on an end to the strike over pay and conditions (Photograph: Mark Pepper).

Day of protest

NHS central to Labour Budget fight

By Nicholas Wood and Jill Sherman

Pickets taking part in the day of protest action stood outside hospital gates yesterday on the day that Labour leaders fired the first shots in their pre-Budget campaign by highlighting the closure of 300 hospitals since 1979.

They argued that buoyant tax revenues should be channelled into higher National Health Service spending.

The message will be driven home today by Mr John Smith, the Shadow Chancellor, who will launch a high-profile campaign aimed at making Budget day, NHS day and who will insist that such a strategy makes more economic sense than tax cuts.

Hospital managers had to act as porters and push patients on trolleys to operating theatres as thousands of health workers from more than 30 hospitals in London and the South-east joined the day of protest, called by the Confederation of Health Service Workers.

Some nurses and ancillary

staff took 24-hour strike action but most staff joined peaceful demonstrations and rallies in their time off. Unlike the day of action on February 3, few operations had to be cancelled as most of the key staff remained on duty, although ambulances refused to cross picket lines at one hospital.

Staff circulated leaflets to the public and addressed meetings held by council staff in town halls as well as other workplaces.

The Labour leadership believes that it is tapping a rich vein of popular opinion in its pressure for higher health service spending. It calculates that it can bring that case to fruition on March 15 when Mr Nigel Lawson declares his hand.

The Chancellor, who has the backing of most of his backbenchers, is unlikely to be swayed from his preferred course of tax reform and cuts in both the higher and the standard rates.

Department of Health and Social Security put a different complexion on Mr Cook's figures.

It said that since 1979, 213 hospital building schemes costing at least £1 million had been completed alongside 284 permanent closures. The rate of hospital closures under the Conservatives from 1979 to 1986 was 38 a year, compared with 54 a year under the Labour Government of 1974 to 1979.

The department added that currently 450 hospital building schemes were at various stages of planning, design and construction, at a total cost of £3.26 billion.

Meanwhile, Mr Brown seized on the latest figures for the public sector borrowing requirement, showing a January surplus of £6.3 billion and an accumulated yearly surplus of £6.9 billion, to argue that the Treasury was "overflowing" with cash.

Law ponders a Lego brick

By Andrew Moger

Five law lords got to grips yesterday with the problems of children's building blocks in a case which could decide whether Lego will face competition in this country from identical plastic bricks designed in the United States.

The Judicial Committee of the Privy Council is being asked to decide if the American manufacturers of Tyco bricks can be prevented from marketing their designs because Lego is entitled to copyright.

For two weeks the senior House of Lords figures are expected to consider complex arguments about design law and evidence on the development of Lego bricks since its origins in the 1930s. Yesterday they showed they have not lost sight of the everyday place the humble brick has in the lives of parents and children.

Lord Ackner said: "The precise shape of the block doesn't really matter when you step on one in the dark or

it goes up the vacuum cleaner".

Another law lord offered the view that what was really important for children was whether you could make an Eiffel Tower without it falling down.

The case, which began on Monday, stems from a Hong Kong Court of Appeal ruling that Lego designs before January 1, 1973, were not entitled to the 50-year protection under the Copyright Act which came into effect in the colony on that date.

Instead the court said the blocks were capable of registration under the 1949 Registered Design Act which afforded the Swiss holding company Interlego protection over 15 years.

But Mr William Aldous, QC, for Interlego has submitted that, under the law, to be registrable the brick's shape would have had to be judged by the customer "solely by the eye". Instead, he said, the block's shape was dictated by their function.

Lotus to launch Elan 'sports car for 90s'

By Daniel Ward, Motor Industry Correspondent



The sleek lines of the sports car aimed at taking the name of the Lotus Elan into the 1990s. Photographs of the Elan, claimed as "the best-styled sports car since the Jaguar E-type", appear exclusively in Car magazine today.

The new Elan, to be launched at the German motor show in Frankfurt in September, will cost about £13,000 and will be the first entirely new car to be designed by Lotus engineers at Hethel, Norwich, for more than a

decade. It will be as small and lightweight as its predecessor, designed by Colin Chapman, the Lotus founder.

The Elan of the '90s was designed by Mr Peter Stevens, a former Royal College of Art lecturer, who is now head of Lotus's small styling team.

The Elan will have a Japanese Isuzu 1.6 litre engine and the turbocharged version should reach 150 mph.

Elan production will be limited to 3,000 a year,

Vice purge

By Daniel Ward, Motor Industry Correspondent

Nottingham police rounded up 172 prostitutes and 110 kerb-crawlers in a four-week purge on the red-light district, the most comprehensive blitz in the city's history.

Workers point to handsome profits from record Range-Rover sales. However, Land-Rover production fell in 1987 to its lowest level since 1953, down from 31,000 in 1985 to 17,700, though likely to recover to 20,000 in 1988.

The Land-Rover, one of Britain's best known and cherished vehicles, launched 40 years ago in Amsterdam on April 30, 1948, is facing its toughest time as it is out-clipped by imitators.

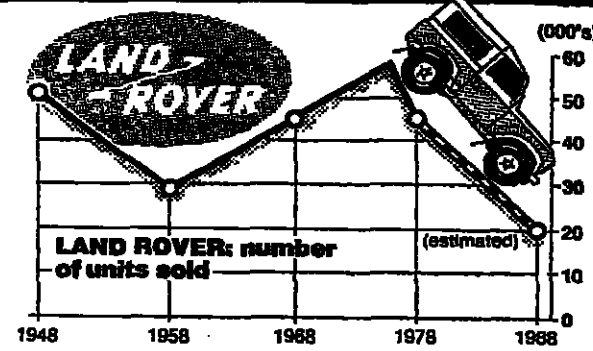
By contrast Land-Rover's sister model, the Range-Rover, is now the favoured product from the Solihull manufacturer.

For at least two decades the Land-Rover's off-road aluminium body has been a world's most respected four-wheel-drive vehicle moves even further up market with the debut of a new model costing £27,000.

The design remained rudimentary and the absence of any significant development over the years was judged to enhance the workhorse image. All that changed when the Japanese entered the market.

Land-Rover lost sales in Africa and the Middle East as

UPS AND DOWNS OF A BRITISH CLASSIC



The design remained rudimentary and the absence of any significant development over the years was judged to enhance the workhorse image. All that changed when the Japanese entered the market.

Land-Rover lost sales in Africa and the Middle East as the military were lured by the more modern Japanese vehicles.

However they failed to match durability with reliability and Land-Rover was back former customers a few years later.

However, the British

ITV lifts the Iron Curtain

By Richard Evans, Media Editor

Subsequent shows will be transmitted live in Britain and recorded in Russia for later peak-time transmission in the evening. All will be shown in an unedited form.

They will involve audiences from Ulster TV and Tallin, Granada TV and Moscow, Scottish TV and Riga, Central TV and Moscow and a second show between Thames TV and Moscow.

Simultaneous translations will be available to both audiences which will represent a cross-section of the population in the various locations; except for two specialist programmes on women and young people.

McCann-Erickson hopes its role in Hungary will enable East-West trade to flourish. Coca-Cola, one of the agency's leading clients, has expressed interest in having its products advertised behind the Iron Curtain.

Mr Jerry Shively, chairman

of McCann-Erickson's London agency, said yesterday that initially Western products would be advertised in Hungary but he hoped eventually the agency could advertise east European goods.

Advertising in Hungary will involve buying space in newspapers and using posters. English and Welsh viewers of Astra, the 16-channel television satellite due to start broadcasting across Europe later this year, will be able to receive programmes with a much smaller "dish" than originally planned.

Instead of requiring reception antennas measuring 85 cm in diameter, the Luxembourg based company launching the satellite has discovered the dishes will only need to be 60 cm (23 in) wide.

The change has been made possible because the satellite's power in beaming programmes direct to people's homes will be much higher than had been thought.

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The Piped Piper by Ian Norbury loaned by Mr G Wyse.

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worth 50p in Practical Woodworking magazine. March issue OUT NOW including exhibition preview

صكنا من الامل

IRA gunman gets life for killing PC 13 years ago

By Mark Ellis

An IRA gunman was jailed for life at the Central Criminal Court yesterday for what the judge called the "appalling and cold-blooded" killing of an off-duty policeman in a London street 13 years ago.

William Quinn, aged 40, an American citizen, was the first IRA man to be successfully extradited from the United States.

Mr Justice Rose said the shooting of Police Constable Stephen Tibble, aged 21, at point-blank range was "unfettered by any remorse on your part, motivated by the terrorist activity at which time you were engaged".

The jury of 11 men and a woman took just under three hours to find Quinn guilty of murder after a week-long trial.

Quinn, a convicted member of the Provisional IRA, was closely linked with a gang responsible for some of the worst terrorist atrocities committed in Britain. Fingerprints linked him with the gang arrested in the Balcombe Street siege of 1975.

It was only after lengthy extradition proceedings that he was brought to justice for

the killing on February 26, 1975. Mr Justice Rose made no recommendation as to the minimum length of the sentence after hearing a submission from Mr Michael Mansfield, for the defence, that Quinn had been held in a small cell for most of the time since his arrest in the US in 1981.

The court heard how plain clothes detectives saw a man, later identified as Quinn, acting suspiciously as they patrolled an area of Hammersmith, west London, where there had been a spate of burglaries.

The man appeared agitated when he was questioned and gave his name as William Rogers, one of his own names and his mother's maiden name.

After producing a wad of Irish notes from his pocket, Quinn ran off with the policeman in pursuit and reaching for help, when PC Tibble on his motor cycle saw the chase and joined in.

Mr John Mathew QC, for the prosecution, said: "He passed Quinn on his motor cycle, and then jumped off and stood on the pavement, spreading out his hands."

"Three shots immediately rang out. Two bullets hit PC Tibble in the chest and a third nicked him and was found in the doorway of a house nearby."

PC Tibble, who was married and had been in the police force for only six months, died later in hospital from a severed aorta.

After the shooting police lost sight of Quinn over the brow of a hill and he was not seen again until he was in Ireland.

A search of a basement flat at 39 Fairholme Road, Hammersmith, where Quinn had been seen, uncovered bomb-making equipment and Quinn's fingerprints were found on a plate, a knife, an ashtray and a road map. Police described the basement flat as "an IRA school for bombers".

Police also found Quinn's fingerprints in two other IRA safe houses in London which the Balcombe Street siege gang had used for bomb making. The murder weapon, an automatic Browning pistol, was also found at one of the houses.

Fanatical terrorist from US with convert's zeal

William Quinn became an IRA terrorist with the fanatical zeal of a convert after immersing himself in the cause of Irish republicanism.

The son of Irish-Americans living in San Francisco, he learnt Gaelic at school, turned his bedroom into a shrine to Ireland and had links with IRA fund-raising groups.

In 1971 Quinn, then aged 23, left his job as a US postal clerk to go to his spiritual homeland of Ireland, where he affected an Irish accent. He was trained for a leading role in the biggest terrorist campaign in mainland Britain.

From bomb factories, including a basement flat in Fairholme Road, Hammersmith, Quinn was involved in a spate of letter bombings.

His fingerprints were found on three of 28 bombs sent through the post in 1974 and 1975. The bombing campaign led to a massive security clampdown.

Judge Bazzard lost a finger and a secretary had three fingers blown off. Other letter bombs failed to go off or were intercepted.

Police found a death list of more than 300 names of

potential targets at Fairholme Road. They included Mrs Margaret Thatcher, other leading figures from public life and senior members of the judiciary.

Fingerprints were found on road maps in two other IRA safe houses used for bomb-making by the four IRA men involved in the Balcombe Street siege in 1975 which linked Quinn with the IRA cell responsible for waging one of the most devastating terrorist campaigns in London.

The gang's outrages included the murders of Mr Gordon Hamilton-Fairley, a cancer specialist, Mr Ross McWhirter and a series of bombings. They also claimed responsibility for the Guildford public house bombing.

Scotland Yard detectives believe some members of that gang are still at liberty, but suspect Quinn played an influential part in organizing one of the most intense periods of terrorist activity.

After the murder of PC Tibble Quinn fled to Ireland where in May 1975 he was convicted of membership of the Provisional IRA at the

Special Criminal Court in Dublin. He served a year in prison, returning to San Francisco in 1979 being arrested by the FBI two years later.

After failing to get Quinn extradited from Ireland because of long-running disputes between London and Dublin, the British authorities pursued Quinn down the same lengthy legal path in the American courts.

Lawyers argued that as a member of a political organization who committed an offence in pursuit of a legitimate civil uprising Quinn qualified for a 100-year old exception to the Anglo-American extradition treaty.

Judges eventually ruled against the plea. To speed the extradition proceedings some serious charges against Quinn were dropped.

Seven charges, including three relating to letter bombs, three to time bombs and one charge of conspiracy to cause explosions were eventually taken on the charge sheet.

Five years after his arrest, Quinn was taken in handcuffs and flown by the RAF to England to stand trial for the murder of PC Tibble.

City rallies to rescue Scargill



By Stewart Tendler

The "kidnap" of Mr Arthur Scargill, president of the National Union of Mineworkers, by two medical students as a rag week stunt proved too realistic for City folk yesterday, according to the City of London police.

Everyone, including Mr Scargill and the police knew that the trade union leader was to be kidnapped by St

Bartholomew's Hospital students but no one told passers by near the Barbican Underground station. The sight of masked men and guns (actually water pistols), levelled at Mr Scargill was too much — even in the heart of all he holds profane.

Four police cars and officers were dispatched after 999 calls from the public.

Last night students of the bizarre were debating whether the callers were, as Mr Scargill might put it, traitors to their class and seeking his rescue or simply assuring there were reinforcements to take him away.

Mr Scargill was heard to proclaim as he was held prisoner on a traffic island that the Prime Minister "would pay thousands if this was real".

Street robberies

Stun guns face legal ban as sales rise

By David Sappedel and Ruth Gledhill

Shopkeepers yesterday admitted to a brisk trade in stun guns of the type used in the street robbery of a teenage student by a youth this week.

The most frequent purchasers are householders, young women and men who buy them for their wives and girlfriends.

This week's attack in Biggin Hill, Kent, confirmed police fears that the weapons would soon be added to the criminals' arsenal after the High Court ruled in November that the devices did not come within the scope of the 1968 Firearms Act.

Stun guns, developed in the United States as a self defence device and now being imported from the Far East, have become widely available in Britain.

Weekly advertisements run in *Exchange & Mart* for the "Electro-zap", costing £49.99, "which gives you mighty 45,000 or 70,000 volts of deterrent".

A London company, Miracles of Science, is supplying the pacifier and "Emergency Zap" guns to retail outlets.

Vic Odden's Camera Shop in London Bridge Walk is selling two types, each little bigger than a cigarette packet and powered by a domestic, 9-volt battery. The larger of the two, with a voltage of 60,000, sells at £99.95. A slightly less powerful one sells for £89.95.

A spokesman for the shop said: "All types of people buy them, but it is anyone's guess looking we tell them we have sold out. We do not actually promote them."

He said the guns and their batteries were sold separately. "We sell it like this for our own protection. Someone could come in, put the battery in it, demand some money and then, pow, that would be it."

He denied that the gun could be harmful or lethal. "If you hold it against someone

for half a second it would stun them enough for them to drop back. If you hold it against someone for two seconds it will knock them out for 10 minutes."

He said it could not kill because of its amperage was low at 0.5. The user's manual recommends between two and four seconds for "loss of balance and muscle control, total mental confusion and disorientation".

At a trade centre in Potters Bar, Hertfordshire, set up specifically to sell the stun guns, a spokesman said they sold about 50 a week.

"We sell them to responsible people. We take the name and address of everyone who has one. We certainly do not sell one to anyone under 18, anyone who looks suspicious or anyone who looks as though they could be a mugger."

Police have become so concerned about the possible

spread of the weapons that, late last year, they visited trade journals carrying advertisements aimed at encouraging taxi drivers to carry the weapons for protection.

Until the November ruling, the Home Office had regarded the weapons as prohibited under the 1968 laws. However, a Hampshire shopkeeper, found guilty under the Act by a magistrate's court of illegally possessing a stun gun, appealed to the High Court.

Lord Justice Parker, sitting with Mr Justice Kennedy, ruled the weapons did not come under the scope of the Act because they were not "discharged" within the meaning of the law.

He added: "I reach this conclusion with some reluctance for the device appears to me to be so potentially dangerous that its manufacture, distribution and possession free of control, should be restricted."

King's Cross inquiry

Brigade seldom called out for alerts

Rodney Cowton, Transport Correspondent

Fewer than 20 per cent of potential fires on the London Underground in 1987 were attended by the fire brigade, in spite of a policy that it should be called out immediately there is even a suspicion of fire.

The inquiry into the blaze which killed 31 people at King's Cross Underground station was told of the London Fire Brigade policy by Mr Gerald Clarkson, chief fire officer for London.

Yesterday, however, Mr Lionel Read, QC, representing London Underground, referred to the inquiry to a document prepared by London Regional Transport, which is to be presented later, which he said showed that last

year there had been 69 "smouldering" or Underground escalators but the fire brigade had attended only 12 of them.

A smouldering was "something which takes place before any flame is apparent".

Mr Clarkson agreed that the thrust of his argument was that on all 69 occasions the fire brigade should not only have been called out but called as soon as there was any suspicion of such smouldering.

Mr Read suggested that if that policy was adopted it would have a damaging effect on Underground operations. Mr Clarkson said that was something which would have to be discussed.

He also said that the British Transport policeman who raised the alarm after going to the top of the Piccadilly Line escalator to survey the fire should have telephoned to warn the brigade of the fire immediately he was told of it by a passenger, without going to examine it.

Emphasis has been placed on Mr Clarkson's statement on Monday that if the fire brigade had an extra three minutes to tackle the King's Cross blaze it could have averted the flashover.

Yesterday it emerged that the message which Police Constable Terence Bebbington, the British Transport officer who raised the alarm, radioed to the British

Transport Police headquarters at 7.35pm and which was passed to the fire brigade at 7.36, was not recorded as having reached London Underground's control room until 7.53, a delay of 17 minutes.

Mr Clarkson agreed that passing the message to the control room was "an important priority" because it could have influenced the control room's reaction to requests that trains should not stop at King's Cross.

Mr Clarkson defended PC Bebbington and an Underground worker who, at the height of the fire, paused for a rest. It was "wholly in keeping with our tactical procedures".

The inquiry continues today.

600,000 new homes needed

By David Walker

Nearly 600,000 new houses and flats will have to be built in London and the Home Counties to accommodate the growing number of households in the area, the House Builders' Federation said yesterday, in response to revised population projections from the Department of the Environment.

The latest projections for growth in the number of households were probably an underestimate, the federation said, since they ignored the phenomenon of Britons who moved to work abroad during the 1970s and were now returning with sufficient capital to buy into the housing market.

The federation said the new projections added weight to its campaign to force local

authorities around London to release more land for development.

Across England, the number of households is expected to grow by two million between 1986 and the end of the century, an increase of 11 per cent. In certain regions, however, notably East Anglia, the South-west and the South-east, growth will be more rapid.

The number of households in East Anglia is expected to rise by 21 per cent from 756,000 to 918,000, and in the South-east by 14 per cent from 6,649,000 to 7,572,000.

Mr Nicholas Ridley, the Secretary of State for the Environment, said the figures — a substantial increase on

projections made in 1983 — would require the release of more land for housing, although he stopped short of recommending liberalizing constraints on development of land classified as green belt.

Instead, he urged a meeting with the South East Regional Planning Conference, representing local authorities in and around London, to discuss the projections.

The federation said: "Any failure by the Government to take full account of all these trends or failure to insist that planning and housing authorities cater for the extra households will lead to ever-greater shortages of homes in areas where the economy is most buoyant."

Leading article, page 13

St George commission sparks hopes

A towering, 35-foot fountain sculpture of St George slaying the dragon was unveiled by Lord Gower at Blackfriars in the City of London yesterday.

It is the first commission in this country for Michael Sandle, a British artist long acclaimed in West Germany, and cost more than £100,000.

Referring to the past two decades as "the worst in the visual history of this country", Lord Gower expressed his hope that the commission, by the consortium Stockley, now owned by the Mountleigh Group, would mark a renaissance of similar initiatives.

The sculpture depicts St George, heavily armoured, standing high in his saddle as he plunges his spear into the snake-like dragon below. Fashioned in several pieces, the casting alone cost £68,000.

Mr Sandle said: "Originally my idea was to produce an ironical sculpture, with the dragon winning, as a comment on Britain."

His sculpture is in a courtyard on Dorset Rise, outside a building owned by Mountleigh Group, Barclays Property Investments, Unilever and British Land. Its commission was instigated by Mr Stuart Lipton, a property developer.

ART ROOM

By Sarah Jane Checkland
Art Market Correspondent

"Stuart Lipton is an extraordinary patron of the arts", Lesley Greene, of the Public Art Development Trust, which acted as a broker, said.

A record for a Frank Paton painting, of a cat, was set on Monday night at Bonhams' Dogs in Art Sale. "Who's the finest of them all" features a tabby kitten admiring itself before her mistress's mirror. It fetched £30,000, the previous highest price for a Paton was £2,000.

The estimate was £4,000 to £6,000. A Bonhams official said: "I think the subject, rather than the artist, accounted for the price."

No paintings of dogs could compete with the feline form, although William Henry Hamilton Trood's "Hot Pursuit" — of a dog race, watched by dogs — outstripped its estimate by £2,500, selling for £17,600, and "Curiosity" by the same artist — two puppies contemplating three pairs of exotic slippers — sold for

Dutch artist Johannes Jacob Hartmann.

A yellowed Madonna and Child by a follower of Piero de Cosimo sold for £10,000, within estimate.

Top price in the drawings section was for a plump and Dutch-looking "Virgin Reading", by Frans van Mieris the younger. It sold for £4,000.

The first day of Christie's stamp sale proceeded with mixed results. A number from South Africa failed to sell. "The market over there is a little bit dead", one specialist said.

Baron Thyssen-Bornemisza's collection of Old Master paintings, which is to be presented by *The Times* and the Royal Academy in London next month, has been drawing huge crowds in Spain.

The Old Masters exhibition at the Academy of San Fernando, in Madrid, has attracted 2,000 visitors a day since it opened in mid-December. The catalogue, which features fewer paintings than that for the London exhibition, has been reprinted three times.

Mrs Irene Martin, the curator of the Thyssen collection, said: "The exhibition has been doing extraordinarily well."

Business visitors paying £141 a day

By John Spicer, Employment Affairs Correspondent

The cost to a business traveller of visiting Britain has risen by 15 per cent in the past 12 months, lifting it from sixteenth to eighth in the league table of the most expensive places in the world.

Taking hotel accommodation, food, travel (mainly by taxi), drinks and other costs into account, a businessman can now expect to pay a daily rate of £141 in London. The four-star hotel will cost around £81 a night and the bill for a meal for one in a top-class restaurant will come to about £33.

Employment Conditions Abroad, the trade association, has compiled the table which still shows Tokyo to be the most expensive city in the world for business travellers. Two days there costs almost five times as much as a similar stay in Caracas or Lagos.

The list shows that prices of first class hotels around the world range from £14 a night in Caracas to £91 a night in Paris. Other expenses, such as a drink at the bar, also show big fluctuations. The drink that would cost 90p in a Lagos hotel bar would be well over

DAILY EXPENSE RATE 1987/88			
	Daily rate (inc room)	Hotel only (£4 star)	Meal for one (top class)
	£	£	£
1 (1) Tokyo	186	81	82
2 (5) Oslo	165	87	45
3 (8) Copenhagen	162	74	49
4 (2) Stockholm	156	82	47
5 (9) Paris	154	91	34
6 (7) Zurich/Geneva	150	70	40
7 (11) Amsterdam	142	77	33
8 (16) London	141	81	33
9 (5) Helsinki	137	71	43
10 (10) Milan	137	74	32
11 (17) Frankfurt	133	63	43
12 (25) Brussels	130	64	34
13 (21) Abidjan	130	56	45
14 (14) New York	130	74	34
15 (14) Khartoum	128	78	24
16 (3) Baghdad	121	48	47
17 (31) Vienna	119	48	39
18 (19) Douala	118	51	42
19 (29) Taipei	117	58	41
20 (28) Luxembourg	113	60	34

Exchange rate used for conversion from local currency into UK £ was from the FT — 11 January 1988. Figures shown in brackets are last year's ratings.

£5.50 in Japan or Stockholm.

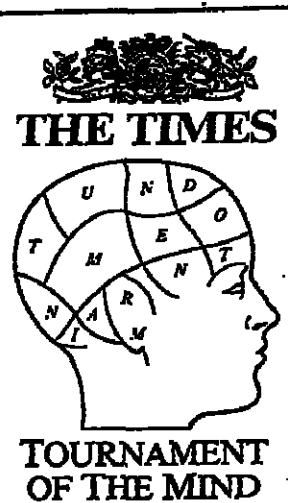
The table shows that Sydney, Australia, has moved from 50 last year to 19 this year due to higher costs of hotel rooms (possibly due to the bi-centenary celebrations).

On the other hand, exchange rate fluctuations are mainly responsible for New

York's drop in the table from fourth to fourteenth.

The exchange rate used for conversion from local currency into sterling was taken from the *Financial Times* on January 11.

Daily Expense Rates for Business Travellers, (Employment Conditions Abroad Ltd, Anchor



Starting next week The Times launches The Times Tournament of the Mind, a series of puzzles, problems, and questions compiled by Mensa to tax the brightest brain. Have you the mind to win the £5,000 first prize? And for students there is a chance to win a computer for your school.

As an easy one to start with, solve this: Find a word of three letters which prefixes the following three words to convert them into three new words:

KIN NAP NIP

(Those who need the answer, turn to page 22, col 1)

Starting next week

The Times Tournament of the Mind

Portfolio PLUS NEW Accumulator

Yesterday's £4,000 daily Portfolio prize was shared by three winners.

They are Mr Wilfred White, aged 85, of Idle, near Bradford, West Yorkshire; Mr Donald McDiarmid, a ship's radio officer, of Broad Oak, Canterbury, Kent; and Mr Alan Barham, of Hamstead, near Ashford, Kent.

Each receives £1,333.

Low Paris air fare blocked

By Harvey Elliott
Air Correspondent

Plans by Air Europe to slash air fares between London and Paris have been blocked by the French Government.

Mr Harry Goodman, Air Europe's chairman, had planned to give every passenger on flights between Gatwick and Paris a £25 refund on the normal economy fare of £85.

The French were furious over the scheme which they said had not received formal approval.

The Department of Transport supports Mr Goodman in principle but has asked him to drop the scheme for the time being "for political reasons".

Mr Goodman's low fare annoyed French Civil Aviation officials who threatened to withdraw all Air Europe landing rights.

Mr Goodman intends applying officially for a £59 one-way special promotional fare.

The Government's handling of last year's £1.27 billion British Airports Authority privatisation has won almost unqualified endorsement from Mr John Bourn, the Comptroller and Auditor General, who has previously suggested that mismanagement of other privatisations has cost the taxpayer millions.

House, 15 Britten Street, London SW3 3TY; full set £80, regional volumes £35 each). Independent travellers to Thailand were being warned by the Foreign Office last night to seek local advice on their travel plans from the British Consulate in Bangkok.

"Those intending to visit Thailand should stick to the regular tourist routes and areas, or seek advice", a consular department spokesman said in London.

The warning comes after the shooting of British tourists by river pirates 400 miles north of Bangkok in which one woman died and two were wounded.

Mrs Jill Davis, aged 59, of Chalfont St Peter, Buckinghamshire, was killed after being shot in the neck and a Thai boat skipper also died. Mrs Sylvia Crozier, aged 48, from Sunderland, and Mrs Hazel Sheldon, aged 58, of Cheddar, Somerset, were wounded and last night were recovering in a Bangkok hospital. The attack was on Saturday near the borders with Burma and Laos in an area known as the Golden Triangle.

Unified training scheme 'a missed opportunity'

The Government's new unified training programme was attacked by Mr Michael Meacher, Opposition chief spokesman on employment as a "missed opportunity" to correct the situation in which Britain had the worst-trained workforce in Europe.

He also criticized the Government for cutting back allowances to a "derisory level" and several Labour MPs sought assurances that benefit for unemployed people would not become conditional upon enrolment in the scheme.

Mr Norman Fowler, Secretary of State for Employment, who had outlined the new scheme, said that it would be voluntary.

In his statement, Mr Fowler said that the Manpower Services Commission, in its detailed proposals on training, had warmly welcomed the new unified training programme. He had accepted the commission's detailed proposals, in a Government White Paper.

That described the programme in detail and set it in the context of trends in the labour market.

Together with falling unemployment, there had been a sharp growth in the number of jobs. The new labour force survey indicated that between March 1983 and September 1987 the number of people in jobs increased by 1,500,000. Self-employment had increased by 234,000 between 1986 and 1987.

"Since March 1983, there has been the longest sustained growth in employment for more than 30 years and there can be no clearer indication of the continuing strength of the economy" (Labour laughter and protests).

A survey for the White Paper had shown that there were at present 700,000 unfilled vacancies in the economy as a whole. Vacancies in Jobcentres accounted for only a third of those.

Employers throughout Great Britain had last year recruited about 7,500,000 employees. That had not just been in the South. Two-thirds of the recruitment was outside London and the South-east.

The challenge now was to ensure that unemployed people, particularly the longer-term unemployed, could take full advantage of the growth in the economy and in the number of jobs.

At the centre of their strategy for meeting the challenge was the new training for employ-

EMPLOYMENT

ment programme. That would have an annual budget of £1.4 billion and would provide training for about 600,000 people a year. Training would last for up to 12 months.

"My intention is to involve employers increasingly in training long-term unemployed people."

He had accepted in full the MSC's proposals for payment of trainees. Each trainee would be paid a training allowance of between £10 and £12 a week higher than his previous benefit entitlement. In addition, there would be help towards travelling costs and other expenses.

"One of the defects of the present Community Programme wage is that it discriminates against the family man with children. Everyone in the new programme will be better off than if they had remained unemployed and claiming benefit."

They had the opportunity to train long-term unemployed



Mr Meacher: Allowances cut to derisory level

people in the skills that they needed in today's labour market.

"This will help to ensure that, as a country, we have the skilled workforce we need to compete in markets at home and overseas."

Mr Michael Meacher, chief Opposition spokesman on employment, said that because the Opposition had repeatedly emphasized that Britain had the worst trained workforce in Europe it welcomed any proposals to improve training. But this scheme was a missed opportunity. If Mr Fowler was committed to training why were no extra funds to be made available?

Did Mr Fowler really expect

MPs to believe his claim that he could increase the number of people involved by 50 per cent and substantially enhance the quality of training, all on the existing budget?

Trainees would, in fact, be paid only £5 a week more than their previous entitlement, not £10, because participants would have to pay the first £5 of work expenses themselves. Allowances had been cut to a derisory level so that nowhere near enough people would choose voluntarily to train, and compulsion would then be used.

Mr Fowler should give a commitment that he would not trigger his powers to withdraw benefit from those declining to join the scheme if it was essential that their skill needs during the lifetime of this Parliament.

Why did the Government insist on regarding training as a cost to get people off the unemployment register rather than as an investment and an opportunity?

Mr Fowler said he did not accept anything that Mr Meacher had said. About £3 billion was being spent on training. In real terms that was three times the amount that the Labour Government had spent.

It was a voluntary scheme, and he had no plans to designate it as approved training.

Mr Ronald Leighton (Newham North East, Lab) said that the weakness of the plan was that there was no new money. There was widespread scepticism about government schemes.

What was needed for success was the support, co-operation and the good will of all sorts of bodies. Why was Mr Fowler jeopardizing that by the unrealistic premium of £10?

Mr Fowler said that among the commissioners were trade union representatives.

It was difficult to see how the Government could have done more to show what they wanted to do, which was to provide good training.

Mr Malcolm Bruce, Liberal spokesman on trade and industry, said that there was considerable concern about the quality of jobs being created, compared with those destroyed, namely that they were part-time, poorly paid and inadequately protected.

The proposal to pay benefit plus £10 would be greeted with considerable concern by many organizations.

Mr Fowler said that the Government looked forward to the contribution of voluntary organizations in the new training and was making available £170,000 for that.

The requirements meant the training was not make-work and would be full time rather than part time. The Government hoped to improve on the 30 per cent of people from the Community Programme who went into jobs.

Mr Andrew Rowe (Mid Kent, C) said that critical skill shortages had started to emerge. Would the new scheme meet them?

Mr Fowler said that skills were needed for many of the new jobs. Therefore the key to bringing most long-term unemployed back to employment was to provide skills that was what the Government was trying to do.

Mr Eric Heffer (Liverpool, Watton, Lab) said that the Government should have discussions with the whole of the trade union movement or with individual trade unions in construction to deal with the need for skilled workers.

He should also enter discussions with employers so that some of the money could go to create real apprenticeships in this industry.

This Government had tried to decrease the numbers in the dole queues rather than deal with the real questions at stake.

Mr Fowler said that the survey showed increasing numbers of vacancies. There were now more than 200,000 vacancies and it seemed sensible to try to give training and skills to the long-term unemployed so that they could be brought back into work.

Mr Iwan Wyn Jones (Ynys Môn, Pl C) said that the hidden problem was that the skills needed to be addressed. People were losing their jobs in traditional industries and having to leave their areas because there was no scheme to enable them to use their skills locally.

Mr Fowler said that some of the biggest differences were within areas, rather than between different areas. That was one of the problems the programme was trying to address.

"The division between North and South is a total simplification of the position."

Mr Michael Fallon (Dartford, C) asked how many vacancies were in the South-east where 600,000 foreign citizens were able to find work and where there were so many skill shortages.

Mr Fowler said that the unemployment benefit system was vitally a national scheme, but there were jobs available in the South where, even now, there were a great number of long-term unemployed.

White Paper, page 5



Mr Norman Fowler: The Government's new training scheme will be voluntary.

Ilea decision attacked

The Government supported parental choice only when it happened to coincide with Conservative prejudice, Mr Roy Hattersley, deputy leader of the Opposition, said during questions to the Prime Minister in the Commons. He was standing in for Mr Neil Kinnock who is visiting the Middle East.

Mr Hattersley opened by saying that there had been big changes in the education policy on which the Conservatives fought the last general election and he wondered whether the basic principles still stood. Did the Prime Minister still insist that in education the wishes of parents must be paramount?

Mr Thatcher said that in the manifesto and in the legislation before the House, her party was giving parents a greatly increased say in education and

greatly increased opportunities for children. Those were the principles on which the Conservatives had fought the last election and that was what was happening.

Mr Hattersley said that he welcomed the emphasis on the importance of parental choice. Did that mean that if the parents of inner London demonstrated that most of them wished to continue with the Inner London Education Authority, the policy would be changed and Ilea would be kept in operation (Labour cheers)?

Mr Thatcher said no, the Government's policy on Ilea had been generally welcomed (Labour protests; Conservative cheers). At the election it had been made clear that each local authority could opt out if they wished. Therefore, the future of

Ilea was always in doubt.

They had gone further and said that if parents chose to opt a school out they could have done so. They could therefore have stopped Ilea totally on their own.

The Government believed that there should be an orderly rundown of Ilea. She believed that that was the right policy.

Mr Hattersley said that if the Prime Minister's last answer had meant anything at all, it meant that parent power was to be respected as long as it agreed with Conservative prejudices (Labour cheers; Conservative protests).

Mr Thatcher: Nonsense. The trouble is that Mr Hattersley disagrees with our policy and that is why he lost (Conservative cheers).

Peers hear hint of a lottery as Commons reject idea

As a minister in the Lords said that the Government would consider raising funds for the National Health Service through a national lottery an attempt in the Commons to bring in a Bill for a lottery was rejected by 43 votes.

Mr Simon Burns (Chelmsford, C), introducing his Bill to establish a national state lottery to provide additional funds for the NHS under the 10-minute rule procedure, said that its object was to raise money over and above the record levels of spending on the health service of equipment such as kidney machines.

Lotteries were held in Russia, many of the free enterprise states of America, socialist Spain, conservative West Germany and co-habiting France. Last year, lotteries in 23 American states raised more than \$12 billion, and in Spain £3.5 billion.

He envisaged tickets being sold for an average of £1 at retail

HEALTH

outlets including confectioners and tobacconists.

Big cash prizes could be offered. The lottery would involve the whole country in a worthwhile exercise.

Mr David Nellist (Coventry South East, Lab), opposing the Bill, said that even if this harshest scheme was successful, the amount of money raised would only be between 10 and 15 per cent of the present level of under-funding of the NHS.

Instead of this Bill, there should be legislation to nationalize horse racing, casinos, bingo and the football pools so that those existing private lotteries could provide money for the NHS.

The crisis in the health service would not be solved by raffish, jumble sales or lotteries but through industrial action by the workers to force the Govern-

ment into giving the £2,000 million which was needed.

The day that the Tories put forward a proposal for a lottery or flag day or Trident was the day that he might consider a state lottery for the health service.

The Bill was rejected by 164 votes to 121.

During questions in the House of Lords, Lord Skelmersdale, Under Secretary of State for Health and Social Services, said that the Government would consider raising funds for the NHS through a national lottery as part of its review of funding.

He was replying to the Earl of Cork and Orrery (C), who said that all over the country, outside the ranks of Government, people wanted to do everything they could to raise money because of the crisis in the health service.

Lord Skelmersdale also said that the £117 million raised for the health service by charitable bodies should not be put at risk.

Tests at seven 'crude intrusion'

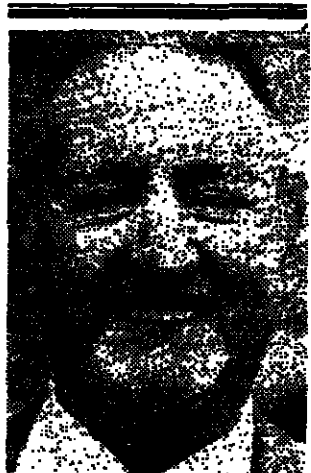
Assessment tests for children aged seven were described as a crude intrusion by Mr Martin Flannery (Sheffield, Hillsborough, Lab) during questions.

He said that the idea that Friday morning was test morning had long since disappeared. In primary schools there was a continuous assessment programme because from day to day. Pupils were constantly assessed without the need for this crude intrusion from the most backward of the right wing of the Conservative Party.

Mr Kenneth Baker, Secretary of State for Education and Science, said that Mr Flannery could not have been in school recently because otherwise he would have known that three-quarters of primary school children were already tested in English.

Dr Keith Hargreaves (Leeds North West, C) said that there was considerable anxiety in schools as to how rigid the assessment and testing process was to be. Would there be a distinction made in the assessment required in the core sub-

EDUCATION



Mr Flannery: Pupils thoroughly assessed

jects of English, mathematics and science, as against the approach required on the rest of the national curriculum?

Mr Baker said that he could not give that undertaking. The whole purpose of the national

curriculum was to establish assessment targets for a range of subjects, foreign languages, history, geography and technology, particularly technology.

One important change made was that every boy and girl would have to take science and technology up to the age of 16 in the future. That had to be right.

Mr Paddy Ashdown, Liberal education spokesman, said that Mr Baker had said that the public had a right to know how schools were doing. He agreed, but in order to achieve that there had been a promise made in committee that the Government would consider that if tests were published, they would take into account social and economic factors.

Would the Government put forward proposals requiring that the publication of results would take these factors to be taken into account?

Mr Baker said that the report of Task Group on Assessment and Testing recommended that results should be published as they appeared, unadorned. At the same time there would be a statement of the social and

economic background of the school so that these could be taken into account.

The task group had not recommended that the assessment results should be published. Some universities had tried that, but it did not work.

Mr Ann Cloyd, an Opposition spokesman on education, said that Professor Black and other authorities had said that publishing results at the age of seven was highly undesirable. Why did the Secretary of State refuse to support that view, or did he agree with the punitive approach of Sir Rhodes Boyson, that failures at the age of seven should have to spend their summer holidays at school?

Mr Baker said that there were no proposals in the system to stigmatized failure at an early age.

The recommendation of Professor Black that assessments should not be required to be published, but that schools should be allowed to publish them if they so wished, would be considered carefully. That might be a suitable way to deal with it.

Tenants given promise

By Martin Fletcher
Political Reporter

Mr William Waldegrave, Minister for Housing, sought yesterday to reassure tenants in the most rundown areas of Britain that their interests will be guaranteed when the Housing Action Trusts (Hats) which are to be set up by the Government, take over control from the local authorities.

He told MPs on the committee examining the Housing Bill that when the Housing Action Trusts have finished their work the renovated properties will be sold only to "socially responsible" landlords approved by the Housing Corporation.

He has already said that tenants who want their homes returned to local authority control will be allowed to do so, and that tenants will be allowed to sit on the Housing Action Trusts boards.

Yesterday's move was designed to counter fear that when the Hats have restored an area of rundown housing they will sell the properties to developers and "yuppies", with local people being forced out.

"The interests of local people are central to how we would judge the success of the Hat", Mr Waldegrave said.

Good negotiating tactics, poor politics

There was a strange air of morality when Mrs Thatcher reported to the House of Commons on her Brussels deal. It seemed to be assumed, both by her critics and defenders, that she had refrained from pressing Britain's direct national interest for the sake of the broader good of the European Community.

Small wonder, given her reputation, that she was greeted with derision by the Labour Party and evoked no more than tepid enthusiasm on her own benches. But it is not an interpretation that I find at all convincing.

The conventional wisdom is that she went to Brussels with three basic objectives. She was determined to reduce the cost of the common agricultural policy. She wanted to maintain progress towards the single European market, which is in Britain's general economic interest even if not all the detailed proposals are.

At the same time, she could not afford to leave the Community in disarray because of the wider economic and political implications. That might weaken Europe's influence on East-West negotiations and undermine international economic confidence, which is already fragile enough.

But when it came to the point in Brussels she found that she could not insist on her first goal without jeopardizing the other two. So, according to the con-



Geoffrey Smith

ventional wisdom, she made the great statesmanlike concession. I would not quarrel with this assessment of the broad British interest in the negotiations. What I find less persuasive is the belief that Mrs Thatcher deliberately settled for a poorer deal than she might have achieved on agriculture.

There will be price reductions on a range of commodities over the next few years if production exceeds the agreed threshold, as it is certainly expected to do. These price cuts will be cumulative in their effect if production continues to be above the prescribed limits.

For the first time there will also be a legal ceiling on what can be spent in total on the CAP, and that ceiling will be penetrated

to rise in subsequent years by no more than three-quarters of the rate of growth of Community GNP. In other words, British budget will continue at its present rate.

That is not too bad a package. It will not bring down agricultural spending as quickly or as sharply as would be desirable. It is less than Mrs Thatcher demanded. But there is hardly surprising in any negotiation.

Above all, it is a start. The Community has always spent far too much on agriculture: we should have realized that when we went in. All that we can realistically hope to do now is to bring it gradually under control.

The political resistance in other countries is too great to do more. Had Mrs Thatcher waited to strike a deal until the Hanovert summit in June she might well have achieved less.

This does not mean that Britain was the victor in Brussels. It was the poorer southern countries, Spain, Greece and Portugal, which came out best. They achieved just about the increase they had been seeking in the structural funds, which transfer resources from the richer to the poorer members of the Community.

But the outcome was much better for the British than it was for the Germans. They will have to pay more for these structural funds as well as continuing to contribute to the British rebate, at the same time as having to

suffer some squeeze on their farmers.

Why then has Mrs Thatcher managed to give the impression of being defeated in Brussels? The reason, I believe, is that she talked so much beforehand about what was an important but essentially a subsidiary objective: establishing the threshold for cereals at 155 million tonnes, rather than the 160 that she was forced to concede.

If it is deliberate, it is a smart negotiating tactic to focus attention on the lesser objective. It makes it easier to persuade others to accept changes of greater substance but less prominence. So Mr Chirac was able to leave Brussels looking as if he had done rather better than he really had because he had won the battle for the 160 million threshold.

But if this may have been clever negotiating on Mrs Thatcher's part, it was poor politics. She has looked less effective than she really was. She has appeared to sacrifice Britain's national interest for the sake of European sentiment, when in fact she was striking the best bargain that she could at this time on the CAP.

In the process she has tarnished her reputation as Britain's dogged champion on the Brussels battlefield. But this does not mean that the new lady has meted. It is just that for once she has given a false impression of being made of tin.

Private Bills anxiety

By John Young
Agriculture Correspondent

Concern at the increasing use of private Bills in Parliament to circumvent controversial planning inquiries is expressed by the Council for the Protection of Rural England in evidence to the Joint Committee on Private Bill Procedures, published today.

As an example, it cites the Hampshire (Lyndhurst Bypass) Bill.

Hampshire County Council has, it says, adopted this unusual procedure for building a road principally because it provides a means of avoiding the power of veto given to the Voters by Parliament in 1949.

The private Bill procedure is, in the council's view, less satisfactory as a means of protecting public environmental interests than are public inquiries under the Town and Country Planning Acts, the Highways Act and the Electricity Supply Acts.

Sports facilities move is rejected

The following report of a Lords debate on the Local Government Bill appeared in later editions yesterday.

An Opposition amendment to prevent the Government forcing local authorities to contract-out management of sports and leisure facilities was rejected in the House of Lords by 131 votes to 67 - Government majority, 64.

On the first day of the report stage of the Bill, the Earl of Caithness, Minister of State for Environment, said that his department had received 352 responses so far to its consultation paper.

It would be wrong to circumvent the consultation process by accepting the amendment.

There did not seem to be a major reason, unless it arose from the consultations, why these services could not be contracted out to private companies, so long as the process involved was subject to fair competition.

He expected a decision to be made in the late spring on whether to add the management of sports and leisure facilities to the list of services to be open to competitive tendering.

For the Opposition, Lord Graham of Edmonton said that it was clear that the Government intended to contract out these services, which would be bad, not only for the ratepayers and users of the facilities, but also for the whole of the local community.

Stalker queries to be studied

The Prime Minister told the Commons at question time that she had not read Mr John Stalker's book, *Stalker*.

She was replying to Sir Russell Johnston (Governess, Nairn and Lochaber, L), who asked: "Could she tell me why it is that a police officer who was singled out because of his exceptional qualities and his story should be treated in this way?"

Mrs Thatcher said that Mr Stalker's findings were directed to the DPP for Northern Ireland in his prosecuting capacity and not to anyone else.

"Neither I nor anyone else in Government other than the Attorney General would be entitled to read that report."

The Secretary of State for Northern Ireland (Mr Tom King) had told the House that the next step was for the findings of the Stalker-Sampson inquiry to be considered in the context of possible disciplinary proceedings.

Back-pay is moral duty

The Government had taken the decision to give back-pay in state benefits to pensioners as a moral duty, Mrs Margaret Thatcher, the Prime Minister, told MPs to end Opposition protests during question time.

She said that in the overwhelming majority of cases, it was being paid perfectly normally. Extra sums of approximately £8 were being paid, although the Government was not legally compelled to pay them.

Mr Dennis Skinner (Bolsover, Lab) had asked when she was going to end the confidence trick being played on pensioners in relation to back-pay that they were supposed to receive recently.

Mrs Thatcher replied that if he had a particular case - (protests) - he should let the Secretary of State know.

Prosperity not enough

Rising prosperity brought great benefits but, on its own, it was not enough. Mrs Margaret Thatcher, the Prime Minister, told MPs at question time.

"I and most people believe that all societies have to have rules and standards by which to live and the Church has a great part in setting those rules and standards."

Universities accused

Edinburgh universities were discriminating against Scottish working-class youngsters in favour of "dead-beats from English public schools with inferior qualifications", Mrs Kenneth Baker (Edinburgh, Leith, Lab) said during questions.

Mr Kenneth Baker, Secretary of State for Education and Science, said that he knew of no discrimination against Scottish applicants for Scottish universities.

Parliament today

Commons (2.30): Questions; Environment. Debate on abolition of Ilea. Government motion to give extra time for debate on Education Reform Bill. Lords (2.30): Debate on Nature Conservancy Council.

صلى الله عليه وسلم

Fowler starts drive to retrain adults for modern job market

By John Spicer, Employment Affairs Correspondent

The Government has released details of what it calls the most important and ambitious training programme for the adult unemployed Britain has seen.

In a White Paper entitled *Training for Employment*, Mr Norman Fowler, Secretary of State for Employment, sets out the Government's strategy for employment and training which it intends to pursue into the 1990s.

The new adult training programme, to be launched in September, brings together all the current programmes into one scheme and will have a budget of £1.4 billion to provide training for about 60,000 people a year.

The White Paper states that moderation in pay settlements is essential for the continued growth in jobs.

The programme was drawn up earlier this year by the Manpower Services Commission, which will administer it. Mr Fowler says he accepts the MSC's recommendations in full and although the White Paper does not state that the new scheme will be entirely voluntary, Mr Fowler has already made it clear that it will be run on that basis.

The White Paper states that the Government's priority is to help those who are likely to have the greatest difficulty in obtaining employment, particularly the long-term unemployed.

It will help those un-

employed people who have lost contact with the jobs market, become discouraged, or who have become accustomed to living on benefit.

Mr Fowler said: "We need nothing less than a revolution in attitudes to training and re-training, a revolution which engages the commitment of employers and employees alike. As a nation we need to accept training through life and make it a reality."

Unemployment has fallen by nearly 600,000 since June 1986. About 10 per cent of job vacancies filled last year were in management or professional jobs; 18 per cent in other non-manual jobs, such as clerical; 33 per cent in retail and catering; 21 per cent in skilled or semi-skilled manual jobs and 17 per cent in unskilled jobs.

The new programme outlined in the White Paper aims at giving the highest priority to longer-term unemployed people; shift the emphasis from temporary employment to training which provides the motivation and skills leading to jobs; and encourage employers to increase their involvement in training longer-term unemployed people.

The first concern is for those between the ages of 18 and 24 who have been out of work for more than six months but less than a year.

The next will be for those aged 18 to 50 who have been out of work for more than two

years. There will be opportunities for more than these, including the over 50s, and people out of work for less than six months.

The training provided will be carefully structured to individual needs through assessment by training agents. Every individual will be entitled to stay on the programme for up to 12 months.

Each trainee will be paid a training allowance which will be between £10 and £12 higher than his or her previous benefit entitlement. In addition, some trainees will receive assistance towards their travel costs, lodging expenses, child care — up to £50 a week — and costs for special clothing and tools.

The White Paper sets out a range of measures which the Government is taking to ensure that benefit is paid "only to those who meet the conditions laid down by Parliament", and thus to focus on getting work for those who need it.

More claimant advisers are being recruited to provide individual guidance to unemployed claimants, on matters such as the financial benefits of returning to work, the job and other opportunities available, and the conditions of entitlement benefit.

Training for Employment (Stationary Office, £5).

Parliament, page 4
National priority, page 12

50mph limit while M6 is repaired

By Ian Smith

Mandatory speed limits and lane restrictions for lorries will operate when repairs begin on Britain's oldest and most dangerous motorway in March.

Motorists ignoring 50mph warning signs on the notorious Preston bypass, an accident blackspot between junctions 29 and 31 of the M6, will be charged with speeding.

Lorry drivers will be restricted to the inside lane in contraflow systems and face fines for non-compliance.

Motorway police patrols will be intensified, the matrix message systems will operate every 700 metres and closed

circuit television cameras will monitor traffic flow and breakdowns.

The Department of Transport announced the £3 million improvement scheme yesterday and the restrictions are expected to apply for four months.

News of the roadworks comes in the wake of a seminar held at Lancashire police headquarters to discuss measures needed to improve motorway safety.

Mandatory speed limits and restrictions on lorries were both recommended by police and road safety experts to Mr

Paul Channon, Secretary of State for Transport.

Since its opening 30 years ago, the Preston bypass which links the M6 from Manchester and M55 to Blackpool, has become notorious. In the past three years, 49 crashes, eight of them fatal, have occurred on the three-mile section.

The improvement contract has been given on a "lane rental" basis, which means the company will be awarded £25,000 for every day it completes the work ahead of schedule and be fined a similar amount for every 24-hour delay.

Thatcher and her altered image



The Prime Minister side by side with her wax double at Madame Tussaud's in central London yesterday. Her effigy — on the left — was the fourth to be made for the waxworks since 1975, and featured softer features, a reassuring smile and a little more wax. Miss Judith Craig, head of Tussaud's portrait studio, said: "She has put on a little weight; the callipers never lie."

Mrs Thatcher was photographed with her sculpture before it goes on public display. She played an important part in the finished product by deciding that the effigy would be smiling, standing and relaxed, with her hands lightly clasped. "I think you could say she certainly knew what she wanted", Miss Craig said. "But she didn't have an authoritarian manner; she was very friendly and extremely professional. I think she just wanted a different image."

The effigy stood temporarily yesterday between past Prime Ministers and world leaders but her final position will be with her Cabinet. Exhibition organizers may raise her on a platform; Mr Norman Tebbit was toppled recently by a visitor desperate to be photographed with him.

The head of the previous wax sculpture of the Prime Minister will shortly be driven to Somerset to form a boxed set with its two predecessors. Both Prime Ministers were wearing what Mrs Thatcher told Miss Craig was "my party conference outfit".

(Photograph: James Gray)

Courts reform

Patten defends extension of remand

By Frances Gibb, Legal Affairs Correspondent

A move to scrap the right of remand prisoners to be brought before a court at least every eight days was yesterday defended by Mr John Patten, Home Office Minister of State.

Proposals in the Criminal Justice Bill to bring prisoners before the courts every 28 days were criticized by two academics in a letter in *The Times* yesterday and also aroused widespread criticism when floated in a discussion paper last year.

In their letter Professor Graham Zellick and Mrs Suzanne Dell attacked the proposals as a "massive erosion of civil liberties which should be opposed on grounds both of principle and practicality".

Yesterday Mr Patten said the proposals contained two safeguards which met some of the criticisms: for the first time courts would have to set a date on which they expected to make real progress in a case.

"This will be instead of the present ritual of bringing prisoners before the courts every eight days", he said.

Second, if a prisoner's circumstances changed, he was entitled to return to the court for a new bail hearing before the expiry of the 28 days.

Mr Patten confirmed that before the proposals were implemented, they would be tested in a small area. They

would not be brought in "lock-stock and barrel" before a trial period. "There are those who argue that these provisions will increase the remand population. We want to reduce the remand population and would be mad to press ahead with them if experiment showed to the contrary."

Mr Patten said the proposals would save much time for courts, the police and prison staff.

"Instead they can spend more time and give better attention to changes in prison to improve the quality of prison life."

In their letter Professor Zellick and Mrs Dell said there were strong objections to

the proposals. They deprived a group of citizens of rights which all others continued to enjoy; it was not clear that an experiment would yield the data sought; and the Bill conferred on the Home Secretary the wide power to abolish the right to weekly hearings in any legal proceedings, irrespective of any trial to test the procedure.

Proposals to allow witnesses in criminal trials to give evidence by live satellite link were debated yesterday by MPs.

The reforms in the Criminal Justice Bill, also include allowing as evidence first-hand written accounts, such as the diary of a murder victim.

Gene test used to ease risk of kidnap

By Stewart Teadler, Crime Reporter

International companies are using DNA genetic fingerprinting to create a special identification library of their key executives and families as part of precautions against the risk of kidnapping.

In recent years a number of companies have built up records of the X-rays and dental work of executives who could be at risk in Britain, Ireland or abroad from kidnap attempts. The records would be used in the event of murder but the DNA technique could be vital in situations where kidnappers mutilate victims and send the results to negotiators to put pressure on their companies.

The technique requires small, almost microscopic samples to match records with material and confirm an identity. Companies at the mercy of kidnappers would be able to tell within a few days — DNA tests now take five or six days but the time may soon drop to 72 hours — whether the kidnappers have struck as they claim.

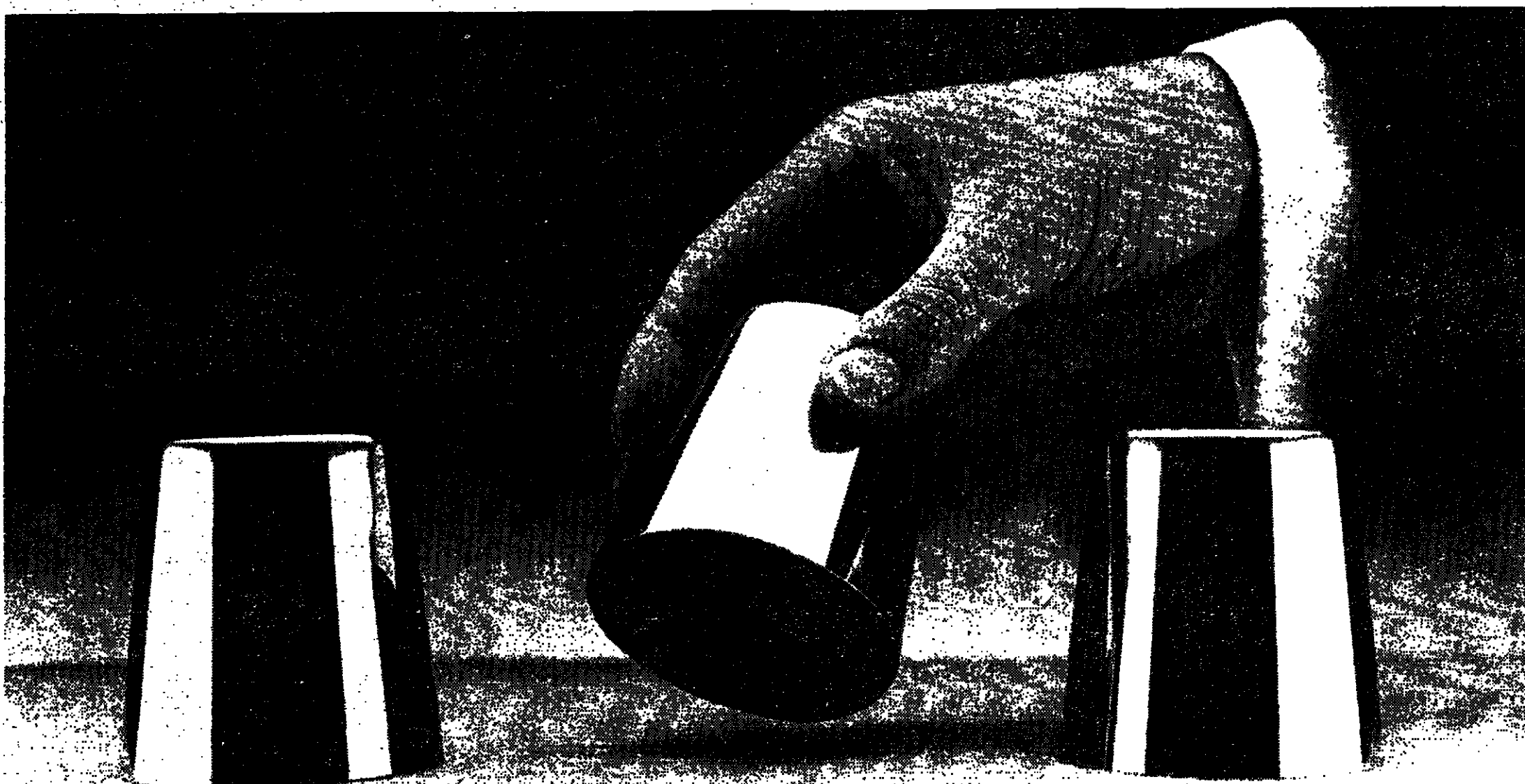
The system will also help to identify bodies where attempts have been made to hide the identity, and records could be kept not only for criminal cases but also against the risks of aircraft crashes.

The DNA techniques are becoming so sensitive that by this spring an ICI subsidiary, Cellmark Diagnostics, will be able to get a positive result from a speck the size of a pinhead containing one microtitre of blood. Tests can also be made on hair roots and tiny amounts of tissue.

In multiple rape cases the DNA techniques are capable of distinguishing between attackers and identifying them.

Cellmark has been called in by two large British companies with international connections to build up the DNA dossiers of staff who could be at risk from kidnap attempts. Cellmark will not identify its clients but they may well be companies with interests in high risk areas of the world such as South America and the Middle East.

Since the company began operations last year it has dealt with 5,000 identification cases involving crime or paternity issues from Britain or abroad.



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After New Hampshire, the challenge of the South

Cool Dukakis shows charisma of winner

From Michael Biayon
Nashua

Visiting his campaign headquarters on the eve of polling, Governor Michael Dukakis remained as he has been throughout this hectic New Hampshire campaign: deliberate, steady, self-confident, disciplined, already displaying the authority and quiet charisma of a winner. And his thoughts were clearly on the next task — the challenge of the South.

Enthusiastic supporters chanting "Duke in '88, Duke in '88" surrounded the trim, diminutive man with grey hair and heavy brows, and a throng of cameramen and reporters pressed in on him. The Massachusetts Governor was unruffled. Wearing his usual low-key grey coat and coloured scarf, he ended his final walkabout preaching his campaign message of prudence, experience and leadership.

He spoke of his deep love for the adopted land of his immigrant Greek parents, cautioned supporters against over-confidence, paid brief but generous tribute to the auburn-haired Mrs Dukakis at his side, and then, with business-like crispness, concluded: "Let's go get 'em, folks!"

There were no pounding fists, last-minute promises, rhetorical declarations. The Duke, as everyone calls him, speaks in full sentences with quick, clear precision. On the eve of his victory, he remained unchanged. More than any other candidate, what you see, it seems, is what you get.

What you get is a popular and competent governor who has presided over an economic miracle in Massachusetts. Mr Dukakis, a graduate of Harvard Law School, was first elected in 1975. He inherited a staggering state debt of \$500 million (about £285 million) and a bloated liberal bureaucracy riddled with corruption. He raised taxes, refused to bow to



Neck and neck: Mr George Bush campaigning in traditional style; and the Rev Pat Robertson hugging the wife of Democrat candidate Mr Paul Simon.

prevailing cronyism, alienated liberals and conservatives with his youthful arrogance, and was defeated four years later by a political unknown.

The blow was devastating for a super-achiever who had never before experienced failure. But he recovered with the methodical seriousness that marks all his actions: he went back to Harvard, to the Kennedy School of Government, to learn how to be a better politician — and humility, compromise and flexibility while he was at it. Four years later he was back in office, re-elected last year by an overwhelming majority.

Much has been made of the Duke's cool, technocratic nature. His opponents speak of the "passion gap", admitting he is a good manager but calling him an uninspired leader. In private there is little coolness in a man still close to

his Greek roots, who grows his own tomatoes and roses, does the family shopping, rides the underground to the Governor's office and still lives in the simple house in the close-knit, unpretentious area where his children went to school.

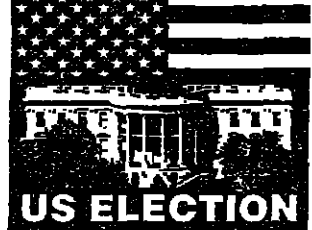
A frugal, puritan upbringing in a strict Greek household explains his achievement-oriented views, his "straight-arrow" passion for efficiency. Neighbours tell stories of his parsimony — how he scours the supermarkets for bargains and changes dollars at the lunch counter so that he does not have to leave too big a tip.

They also point out that he rarely visits bars, except to distribute election leaflets, and still has no time for gossip.

Despite his well-cultivated image of frugality, Mr Dukakis is a firm advocate of

government and its ability to fashion change. "I believe in putting public resources to work to achieve important public ends," he often says.

He has little interest in



ideology — a useful pragmatism in today's Democratic Party. But he shows an almost Carter-like obsession with detail — which may bog him down, just as it did Mr Carter. He runs a liberal administration in a liberal state, but is himself more a reformer.

His wife, Kitty, is Jewish,

and the Dukakis family observes both the Greek Christmas and the Jewish Passover. Mrs Dukakis surprised everyone when she announced recently that she had kicked a 26-year dependency on diet pills. The matter was over in a day.

More lasting was the damage to the Dukakis campaign done by the "attack video" of Senator Joseph Biden's plagiarism, which was leaked last autumn by the campaign's political adviser, Mr John Sasso. After an anguished two days, Mr Dukakis dismissed Mr Sasso and appeared devastated and apologetic for a week. But, typically, he then pulled himself together and plunged straight back into the campaign.

He has previously sacked other close aides with no subsequent remorse. There would be few people who

Why candidates must exceed the cash limits

From Our Own Correspondent, Nashua

The road to the White House is paved with money, and this year more is being spent than ever. Those at the bottom of the poll in yesterday's New Hampshire primary will now have to drop out because they are broke. But even the winners need a huge infusion of cash to carry their campaigns forward.

Before election day, candidates and political parties will spend a record \$400 million (about £230 million) on everything from balloons and jazz bands to all-important television advertisements. The eventual winner will probably have to spend around \$75 million. And some losers, such as Mr Gary Hart, are still saddled with multi-million-dollar debts from 1984.

Despite elaborate rules intended to put a cap on the vast sums involved, almost all of the candidates have cheated, spending more than allowed in these first two states and using quasi-legal loopholes to conceal the amounts involved.

Only three weeks remain until "Super Tuesday", the huge Southern regional primary on March 8, which will be determined as much as anything by which candidate can mount the biggest and most effective advertising campaign.

Among the Democrats, only two men, Governor Michael Dukakis and Senator Albert Gore, have the cash in hand to do so. Each has about \$2 million in the bank.

Senator Paul Simon and Congressman Richard Gephardt both raised big loans here for a week of television

advertisements through which they pursued their desperate struggle for second place.

Mr Bruce Babbitt is broke and probably eliminated, and Mr Hart, who is running only a shoestring campaign, may now not be able to keep up even that. The Rev Jesse Jackson, too, has little cash.

All the Republicans are better off, but they, too, depend on money flowing in.

Vice-President George Bush has amassed a huge war chest for the South — some \$19 million — but future funding will now be more difficult. The Rev Pat Robertson, like Mr Jackson, has drawn on a network of evangelical support to raise about \$14 million, and seems assured of more, and Senator Robert Dole has seen his campaign contributions pick up as his support has grown.

But the two remaining candidates, Mr Jack Kemp and Mr Pete du Pont, both had to raise large loans to tide them over the fourth quarter of last year. Their cash prospects now look bleak.

The rules governing campaign funds, drawn up in the wake of the Watergate scandal, are specific down to the decimal point. Each candidate can spend up to \$26 million in primary elections: \$18 million from private contributions — limited to \$10,000 for each person — and the rest in federal matching funds.

After the summer conventions, nominees get \$46.75 million each in public financing to spend during the general election.

The Federal Election Commission is meant to police all this spending. Candidates have to file reports each month, detailing expenses and donations. Spending is also limited in each state.

Iowa's limit was about \$745,000. New Hampshire's was \$444,600. So crucial were these two states, however, in gathering political momentum — and hence the ability to raise more money — that almost everyone cheated.

Campaign organizations rented cars in Illinois or Nebraska instead of in Iowa. They bought television advertisements on stations based in Boston but beamed at New Hampshire.

They ensured that staff stayed only four days at a time in each state, so that their salaries did not count against the limits, or had staff commute to New Hampshire from across the Massachusetts border. Some practices were almost farcical — withholding cheques until staff had left the state, for instance.

Mr Gephardt's campaign in particular was accused of over-spending in Iowa, and Mr Simon has called for an investigation. But the FEC has little real power. It will be a year before any report is complete — and if by then Mr Gephardt has continued on to final success, it will make little difference anyway.

Those with money now are doing well because of prudent early organization: Mr Bush and Mr Dukakis in particular were meticulous in identifying possible donors.

Palestinians get new appeal court

Jerusalem — Mr Yitzhak Rabin, the Israeli Defence Minister, told the Knesset yesterday that he would set up a military court of appeal to which Palestinians convicted of offences in the occupied territories could refer their cases (see Murray writes). At the moment there is no way in which people sentenced for security offences can appeal.

He said it was probably not possible for the new court to be in operation for the benefit of those convicted by military courts in a speeded-up process since the unrest began.

Mr Rabin also said that the soldiers involved in burying alive four Palestinians would be prosecuted with the full vigour of the law. He said that the men involved were not combat troops and no officer had been present. Even so, he said, "I find the whole thing inexplicable". There had been incidents where soldiers had gone beyond normal legal behaviour and some commanders and NCOs had been suspended from duty after investigations.

The Deputy Chief of Staff, Major General Ehud Barak, told a press conference that despite some excessive brutality, the Israeli Army would go on using "whatever force is needed" to restore calm to the occupied territories.

US ships leave Gulf chief dies

Washington — The battleship Iowa and two escort warships are steaming home from the Gulf in the first real reduction of the US fleet in the war zone between Iran and Iraq, the Pentagon announced yesterday (see Christopher Thomas writes).

The departure of the Iowa and its escorts leaves 25 US vessels in the region. The helicopter-carrier Okinawa will leave by the end of this month with its complement of mine-hunting helicopters. Mr Richard Armitage, the Assistant Defence Secretary, said: "We will continue to protect US flagships, but we feel we are now able to provide the same level of protection with fewer ships."

Nairobi (AFP) — Kenya's most controversial policeman, Mr Patrick Shaw, whose name was a byword here for toughness in a police officer, has died of a suspected heart attack at the age of 51. Although only a part-time reservist, he was inevitably the first on the scene of any trouble, be it student riots or a political murder.

In the reserve since 1959, he rose to the rank of senior superintendent, but appeared to have special powers. He was well known for his work for the underprivileged. Born in Britain he arrived in Kenya in 1955 becoming a citizen in 1971.

Obituary, page 14

Shrine blast kills five

Colombo — Five people were killed and 12 injured when two bombs in a flower basket exploded at a Hindu temple in Colombo last night (see Vijitha Yapa writes). The bombs were detonated at the Kathiresan Kovil in Bambalapitiya, four miles from the centre of Colombo. Yesterday was a public holiday in Sri Lanka and worshippers were celebrating the festival of Maha Shivaratri.

Mr Vijaya Kumaranatunge, a film star and opposition leader who was married to the daughter of Mrs Sirima Bandaranaike, the former Prime Minister, was shot dead outside his home. He was taken to hospital and hundreds of fans stormed the building. Women fainted, and the crowd broke open the windows of a house to get a glimpse of his face.

Police said they suspected he had been attacked by the proscribed extremist Sinhalese group, Janatha Vimukthi Peramuna, which has killed three supporters of his socialist alliance in the past week.

Unity bid Jailed for fraud

Seoul — A short-lived attempt to unify South Korea's opposition before general elections next month has collapsed (see Gavin Bell writes).

Negotiators for the Reunification Democratic Party and the Party for Peace and Democracy failed to agree on an agenda for reconciliation talks this week, prompting a boycott by the latter.

The Reunification Party had demanded a joint resolution to merge before considering other matters, while the Peace Party insisted that they should first settle their differences over a projected revision of the electoral law.

Bandar Seri Begawan (Reuter) — A Brunei High Court yesterday sentenced the former chairman of the National Bank of Brunei to 52 months in jail for fraud and conspiracy. Justice Barry Mortimer said Khoo Ban Hock's sentence would run from his arrest in November, 1986.

The general manager, Azlan Robert Teoh, like Khoo for Singapore, was jailed for 20 months and a British auditor, Andrew Peattie, received a 27-month jail term. The bank was closed in 1986 after allegations that more than £300 million had been extended to companies with which Khoo was connected.

Fresh Angola battle

Johannesburg — Fresh fighting is reported in southern Angola between Soviet and Cuban-backed Angolan Government troops and UNITA forces supported by South African soldiers (see Michael Hornsby writes).

The Angolan Defence Ministry said that fresh attacks on Sunday by 7,000 South African troops on Angolan positions east of the town of Cuito Cuanavale, in Cuando-Cubango province, had left "considerable casualties on both sides".

In Pretoria, General Jannie Geldenhuys, chief of the South African Defence Force, said four white national servicemen had died in action in south-east Angola at the weekend. Since the weekend, he claimed, UNITA had "achieved resounding successes" and the Angolan Army was retreating in disarray, "trying to organize a desperate last stand". The withdrawal of South African units from Angola — begun in December — was proving "slower than originally anticipated".

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TV fantasy proves power of the image

From Charles Bremner
New York

American television has crossed the hazy frontier into fantasy and invented a better political candidate.

There on Monday night was Jack Tanner, a familiar telegenic face, or so it seemed, plodding through the New Hampshire snows, hammering his vision for a new America and pausing for banter with his rivals Senator Robert Dole and the Rev Pat Robertson.

But Tanner, for all his easy familiarity, does not exist. He is the hero of a surreal satire by Robert Altman, the film director, and Gary Trudeau, the creator of the "Doonesbury" cartoon.

Complete with "Kennedyesque" looks and eager staff, Tanner, played by Michael Murphy, is waging a fictional campaign on a cable network as the season progresses. Some of his real rivals played along with the parody in the first episode, which was broadcast on Monday. The fact that Tanner comes over as more plausible than his "opponents" only testifies to the extent of the smoke and mirrors behind this most media-dominated of all presidential races.

Presidents have long been sold through television, and Mr Reagan's 1980 election was a triumph of image making. But never before has a campaign been so dominated by the news business, and the electronic one in particular. With 1988, as one



Robert Altman: Waging a fictional campaign with a surreal candidate.

columnist put it, "the screening of America is now complete".

Television has expanded hugely since the 1984 campaign. The rise of the 24-hour Cable News Network and channels for politics junkies, such as C-Span (which transmits debates from Congress), means candidates are almost never off camera. Senator Joseph Biden owed part of his downfall to an "attack video" — another 1988 innovation — compiled from a speech that only C-Span covered.

Cheap video-technology has also spawned an explosion in coverage by the hundreds of local television stations which used to rely on the networks. So few were the campaign

reporters in the 1960s that they could usually fit on a bus or two.

The campaign sites are littered with "unplink" vans beaming the well-groomed faces of reporters back via satellite to their hometown viewers at "News Centre Four", "Eye Witness Seven" or similarly named local stations from Alaska to Florida.

Even the print reporters in the 4,000-strong press corps in Iowa and New Hampshire, are linked electronically through the campaign hotline, a service that you "down-load into your lap-top computer to get a fix of campaign opinion at the start of the day".

With the television saturation, the candidates are more than ever emphasizing the medium over the message. The television image becomes vital as the race moves out of real campaigning in the small states into the national landscape of Super Tuesday on March 8, when 17 states vote at once.

Staffers are labouring late into the night in hotel bars and lobbies, buttonholing reporters to "spin" the media verdict on their man's performance. The media's collective attitude can elevate a candidate or consign him to oblivion before more than a fraction of the electorate has spoken.

Mr George Bush, for example, owes his near collapse not to the country's voters but to his consistently negative portrayal on television. Mr Dole, with his quick wit, has become the darling

of the television producers, always in search of the perfect "sound bite".

Distilling that elusive television essence is the goal of armies of consultants who mould, and sometimes re-invent, the persona of their candidates in the hope of projecting him beyond the others and winning the big "bounce" of a primary victory.

Equipped with the now widespread "tracking poll", which reads out every blip in support, the consultants tune the image to suit the mood.

For example, Mr Richard Gephardt's decision to darken his pale eyebrows in Iowa and start depicting himself as an anti-establishment outsider, responded to instant readings from the television experts. It worked.

Mr Bush won some short-term gain from his carefully-planned ambush on Dan Rather two weeks ago. His advisers divined correctly that he could earn mileage by attacking the king of the television anchors — assailing the electronic messenger is proving a popular tactic. But the incident backfired as the memory receded and it turned out to be what is now called a "defining moment" that revealed Mr Bush's true weakness.

Most analysts ascribe the success of the former smiling Pat Robertson to his video skills, honed from his years as a television evangelist. Now he disowns the profession ferociously. "It's like calling a black man a nasty word that begins with an 'n'," he said this week.

صكرا من الامل

UK projects at risk as Reagan slashes £19bn from defence

From Christopher Thomas, Washington

The White House tomorrow will propose huge cuts in defence spending, representing an abrupt reversal of President Reagan's seven-year military build-up and perhaps signalling the end of two big collaborative projects with Britain.

The forces are expected to lose about 30,000 soldiers, sailors and airmen, with implications for troop strengths in Europe and other foreign posts. Scores of combat aircraft, hundreds of helicopters, many frigates and perhaps two strategic submarines are likely to be sacrificed.

The Army could shrink in the coming year to a 10-year low of 772,600 soldiers, down from the current level of 781,000, in order to find the money to pay for expensive weaponry ordered during the boom days of President Reagan's build-up.

The cuts, in the 1989 defence budget, are the result of \$33 billion (£19 billion) in cuts required under an agreement between the White House and the Democratic-controlled Congress.

Total expenditure will be \$299.5 billion (£171.5 billion), a 1 per cent reduction in real terms. During the first two years of the Reagan Admin-

istration the defence budget went up by 12 per cent and 13 per cent respectively.

The White House is understood to be proposing that its airship programme be terminated, at a saving of \$62 million (£35.6 million). A collaborative project between Westinghouse and Britain's Airship Industries, it would have resulted in orders totalling several billion dollars.

Another Anglo-US project likely to be cancelled under the White House proposals is the high frequency anti-jamming shipborne radio project, worth \$50 million (£28.7 million) next year.

The budget will be extremely controversial and subject to bitter arguments in Congress about where the cuts should fall. Mr Frank Carlucci, the Defence Secretary, who will deliver a message to Congress when the budget is submitted, is believed to favour sacrifices in manpower rather than making deeper cuts in new weaponry.

The Administration will propose a 4.3 per cent pay rise for the military forces, which will almost certainly be opposed by many members of Congress, who will fight to use the money for pet projects.

The proposed force reductions would save \$1.4 billion (£800 million) on the wage bill, even after the increase.

General Alfred Gray, the Marine Commandant, said he expects to lose 3,000 men from his 190,000-strong force.

The White House is suggesting that as many as 16 frigates be put into mothballs, with 5,600 men from those vessels deployed to other ships.

The Air Force expects to lose 18,000 personnel out of a force of nearly 600,000. There will be proposed cuts in all 12 National Guard and Reserve squadrons over a four-year period, with the squadrons being reduced from 24 aircraft to 18. Some SR 71 spy planes may be deactivated.

The White House will propose termination of the Midgetman, a small, single-warhead intercontinental ballistic missile, but several key members of Congress will fight for its reinstatement.

The mobile Midgetman appears to be more popular on Capitol Hill than the MX missile, but the Air Force estimates that its cancellation would save \$2.15 billion (£1.2 billion) in 1989 and \$39 billion (£22.4 billion) in future years.

South Vietnamese walk free after 13 years



Former soldiers and officials of the South Vietnamese Government, which was defeated in 1975, leaving the Nam Ha re-education camp near Hanoi after the Vietnamese Government announced last week that it was granting amnesties to 1,014 such inmates for the lunar new year celebrations today.

French link police chief to death squads

From Philip Jacobson, Bayonne

The bullet holes on the wall of the Hotel Mazarin have been crudely plastered over, but the horror of the night when four Spanish Basques were shot down there will never be forgotten by Bayonne's sizeable refugee community.

The two assassins, who had calmly tossed their pistols into the river Nive at the end of the street, were quickly detained. They turned out to be Frenchmen - small-time criminals recruited from the Marseilles milieu - and both are now serving long jail sentences.

Yet Basques here have never doubted that ultimate responsibility for this slaughter in September 1985, and for subsequent bloodshed on French soil, lies with a shadowy Spanish organization

called the Anti-Terrorist Liberation Group (GAL).

Basque leaders are also convinced that GAL, believed to be behind about 30 murders and twice as many wounding among exiled supporters of the Euzkadi separatist movement, is directed by high officials within the Spanish security apparatus.

Now, for the first time, a French investigating magistrate, M Philippe Calverie, is publicly linking the Spanish authorities with GAL's death squads. Earlier this month, in the course of a case involving the murder of two Basque refugees in Biarritz, he issued an international arrest warrant for Señor José Amado Force, the Deputy Commissioner of Police in the city of Bilbao.

According to the

magistrate's information, mostly gleaned from confessions by jailed French hired killers, this officer is probably the "Señor X" and "Miguel" who originally recruited them and selected their targets among Euzkadi's adherents.

Sources close to the investigation in Bayonne expect Señor Amado to be named in open court when final judgement in the case is given towards the end of next month.

In the past few weeks, sections of the Spanish press have also identified Señor Amado as the man behind GAL. He has been summoned to Madrid twice so far this year to testify before a special tribunal examining terrorism in Spain.

What happens next in Señor Amado's case could have

important repercussions for relations between France and Spain. There are signs that Euzkadi's hardliners are becoming restive about the new truce proposed to Madrid in January. They have complained of the Government's "dilatory" response. Failure to take official action against Señor Amado and the GAL organization in Spain could further jeopardize attempts to negotiate a political solution.

Whether the French authorities would be wholly delighted if the arrest warrant is complied with and the Spanish officer extradited is another matter. As the continuing security sweeps through the French Basque region show, Paris has been collaborating enthusiastically with Spanish attempts to break Euzkadi once and for all.

But could any French government turn a blind eye to evidence that elements of the Spanish police may be behind a string of murderous attacks on its side of the border? It is hard to believe that the French security agencies operating in Basque country were entirely ignorant of the "GAL connection".

One thing is certain. With a presidential election coming next month, the last thing the Government wants is another messy intelligence scandal.

Three arrested: Police in Bordeaux believe that three Frenchmen detained there last week were planning to flee a member of GAL held in jail awaiting judgement on two charges of murder. One of those arrested is the accused man's brother.

Vranitzky resolves to stay despite Waldheim storm

From Richard Bassett, Vienna

Chancellor Franz Vranitzky of Austria yesterday pledged himself to maintaining the country's Socialist-People's Party coalition Government for the foreseeable future. But he repeated his statement that he would not hesitate to resign if the continuing controversy surrounding President Waldheim did not die down.

"I considered what I said earlier about resigning most carefully, I meant it," he told journalists after his weekly Cabinet meeting.

The Chancellor said Austria could not escape the fact that the debate surrounding Dr Waldheim was a problem for the state and that everyone, including Dr Waldheim, must pull their weight to help resolve the situation.

"It is wrong to think that foreign opinion does not matter," the Chancellor said. Skillfully playing on the Austrian tourist industry's growing paranoia over Hungarian competition, Herr Vranitzky emphasized that one example of negative foreign opinion about Austria was that large American travel firms were organizing their Central European trips around Budapest rather than Vienna.

"It is not solely the material factor," The Republic of Aus-

tria has become "a positive Lebensraum since 1945 and it should remain so," he said.

Despite rumours that the coalition was at breaking point, particularly after President Waldheim's broadcast to the nation on Monday night had defended his position uncompromisingly, Herr Vranitzky insisted that his Government would continue.

The divisions between the Socialist Party, increasingly more critical of Dr Waldheim, and the People's Party, with its relentless defence of the President, would not, he said, prevent the continuation of the coalition. But Herr Vranitzky served warning that

"words cannot solve this problem, certainly not Dr Waldheim's words."

None the less, "after constructive talks with my colleagues and despite the great difficulties arising from this problem, this Government is determined to continue its work," he stated.

But Herr Vranitzky conceded that irrespective of such co-operation, the debate surrounding Dr Waldheim would remain, in particular in the weeks before next month's 50th anniversary of the Nazi annexation of Austria.

"It is vital that March 1938 is seen for what it was, a tragedy for Austria," he said.

President Waldheim, while no doubt far from happy with Herr Vranitzky's criticism, will be relieved that the Chancellor is prepared to weather the storm.

BONN: Herr Manfred Messerschmidt, the West German member of a historians' panel that examined Dr Waldheim's wartime activities, urged yesterday that the Austrian President should resign for the good of his country (Reuters reports).

In an interview on West German radio, Herr Messerschmidt rejected Dr Waldheim's stand.



Herr Vranitzky: A positive Lebensraum since 1945.

Summit agriculture decision

EEC fuels trade rivalry

By Our Foreign Staff

The row over last week's EEC compromise has so far focused on rivalries between Britain and its European partners. But far more fundamental criticisms are being expressed outside Europe.

"People in Europe tend to forget that a lot of other countries are waiting for it to begin real reforms of the common agricultural policy, not just adjustments," a Canadian official said.

Australian sources said that the deal left the whole structure of European agricultural protectionism intact. Its limited steps to discourage over-production of cereals would be outweighed by gains in agricultural productivity, and it would do nothing to stop the EEC dumping wheat, sugar and beef on world markets at subsidized prices.

The CAP is ranked alongside the American and Japanese agricultural protection systems as one of the main causes of distorted world trade.

But the US Administration has acknowledged the problem and proposed a global solution, calling for elimination of agricultural subsidies worldwide by the year 2000.

American officials are warning that if Europe shows no sign of co-operating, pressure from US interests for barriers against imports could become insupportable.

One of the largest congress-

sional conferences in US history began work yesterday to co-ordinate pressure for protectionist trade legislation.

Representatives of the 17 House and Senate committees hope to reconcile differences between two Bills to produce a single piece of legislation by the summer. President Reagan has threatened to veto it, but it is emerging as an issue in the US election campaign.

The deal agreed by EEC heads of government in Brussels has not helped the task of the US Administration. Although it set a limit on the rate of growth of European expenditure on agricultural support for the first time, it came nowhere near to American demands.

Mr Christopher Proust, a Conservative Member of the European Parliament and leader of the European Democratic Group, said: "We think we have taken a step forward, but the Americans may see it as a drop in the ocean."

Washington sources said that by committing itself to continued high agricultural subsidies until 1992, the European Council had weakened the Administration's arguments against protectionist legislation.

"It is going to be very hard to convince our own people to take the political high road when they see responses like this from Europe," a Congressional aide said.

One well-placed Australian

official pointed to a clause in the agreement which could be read in Washington as a threat of further European barriers against American exports of cereal substitutes.

But Washington faces as much scepticism in Britain as in Congress. Mr George Robertson, a Labour foreign affairs spokesman, said: "The idea that abolition of agricultural subsidies could be globally adopted is a complete fantasy."

Lord Plumb, President of the European Parliament, pointed out that agriculture was more heavily subsidized in the US than in the EEC.

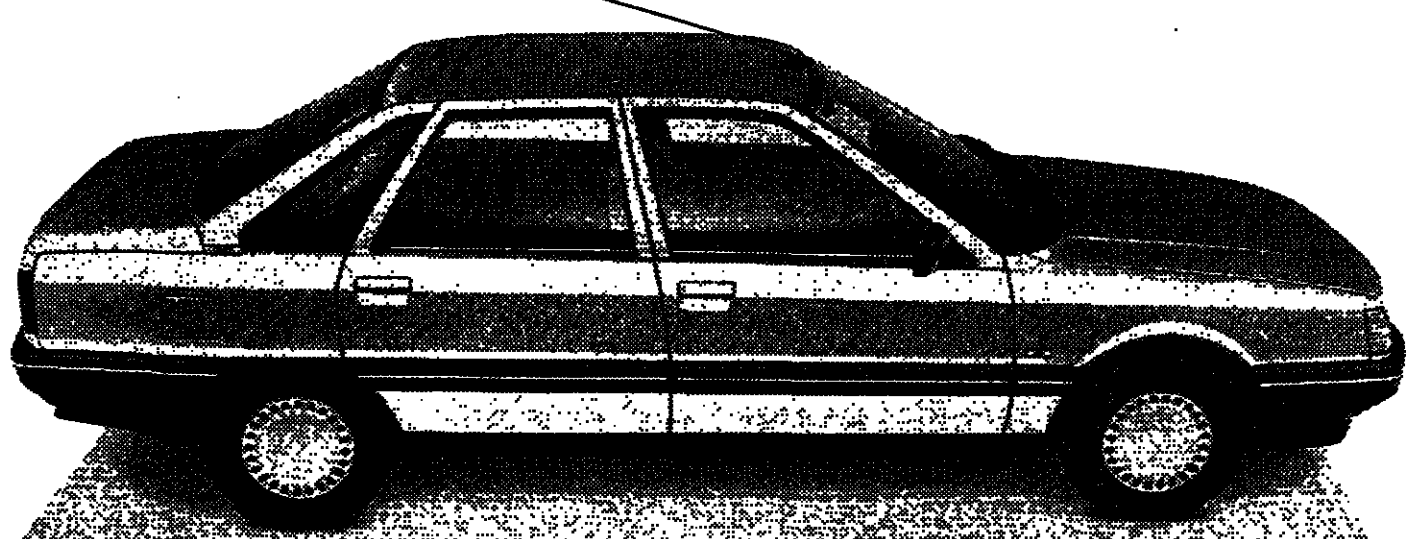
Nevertheless, US officials in Geneva have adopted a far more reforming stance than expected at talks on reducing global tariff barriers.

The Agreement on Tariffs and Trade (GATT), to which 105 nations belong, has made a reduction of agricultural protectionism one of its top goals in the present round of talks, due to be completed in 1990.

Its agriculture committee began a new session on Monday, aiming to agree on a common approach to the problem by the autumn.

Washington's stand has aligned it broadly with the Cairns Group of 11 nations which aim to end agricultural subsidies or have done so already. Australia, faced with the bankruptcy of large numbers of farmers, is the unofficial leader.

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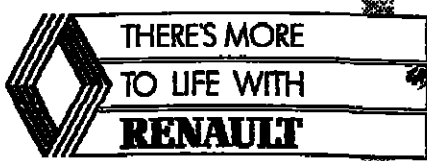
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Fears rise in Kabul as Afghan officials flee before pull-out

From Michael Hamlyn, Delhi

The first signs of the chaos that may follow a Russian pull-out from Afghanistan this summer are reported here by Western diplomats.

They report a spate of stories from the capital about panic among government officials. All senior officials in one technical ministry are said to have disappeared, and are presumed to have left the country. Another report suggests that members of the Council of Ministers are selling their homes ready to flee as the Russians withdraw.

Quoting Kabul residents, the diplomats say that a withdrawal could usher in a period of "extreme instability, with a dozen armies clashing".

The residents foresee fighting among factions within the People's Democratic Party of Afghanistan, the ruling communist party, as well as among the Mujahidin.

In an evident effort to defend themselves, members of the people's democratic party are reported to have been receiving military training, and the armed forces are being increased and given further training.

The diplomats also report that Mujahidin guerrillas are

getting into position outside Kabul, readying themselves to bring pressure on the capital.

They say that in contrast to previous years, when the Paghman hills west of the city returned to government control as the guerrillas pulled back for the winter, the Mujahidin are expanding their areas of operation.

South of the capital, in the Logar valley, the rebel fighters are said to be massing around Muzai, Baraki Barak and Fhat Khao.

Mujahidin are also reported to be moving into the lower Panjshir valley in preparation for a move south against Kabul. Here, however, they are being challenged as Russian and Afghan troops move north to head them off.

The diplomats point out, however, that there are no real signs of Russian activity in advance of a possible pull-out. There have been no special troop movements or flights out of Kabul. A traveller from Hainatan, in the north, reports that military supplies from Russia are still pouring into the country.

Rumours continue about the departure of Russian advisers and their families. A typical instance, the diplomats

say, is that the family of a Russian instructor at Kabul University was not allowed to return from holiday in the Soviet Union. "These reports are scattered and for the most part unconfirmed," the diplomats admit.

The secret police force, Khad, is reported to have been given the go-ahead to increase its strength by between 5 per cent and 10 per cent.

This increase in strength comes after reports that extra forces are being raised by the Afghan Army, who are giving training even to veterans between the ages of 40 and 50.

Finally, diplomats also report that the road between Gardez and Khost, which was the scene of bitter fighting at the start of the year, is now back in Mujahidin hands.

Government forces have pulled out of their gun positions and camps around the road, and Mujahidin are once more firing rockets at garrison posts around the besieged town of Khost.

A traveller from the region, described the destruction around the town: "You cannot even find a bird in the area." He suggested that it will take 20 years to restore the plains around the town.

Ershad's opponents arrested in crackdown

From Ahmed Fazl
Dhaka

Security police arrested more than 20 prominent anti-government activists in swoops on the homes of leading Bangladeshis figures yesterday, police sources said.

Those arrested in Dhaka include Mrs Sajeda Chowdhury, the Secretary-General of the Awami League, Mr Mustafizur Rahman, a former Interior Minister, and member of the Nationalist Party, and two other former ministers and Nationalist Party officials, retired Colonel Akbar Hussain and retired Colonel Oali Ahmed.

Opposition sources said that many prominent politicians went underground as news of the raid spread.

The Government also increased police surveillance in Dhaka of the residences of Sheikh Hasina Wazed, leader of the Awami League, and Begum Khaleda Zia, chairman of the Nationalist Party.

The arrests follow Government announcements that the Army would be used to protect voting centres and candidates in next month's parliamentary elections.

Sheikha Hasina, who leads an eight-party opposition alliance, and Begum Zia, who heads a seven-party opposition grouping, have called for public rallies in Dhaka today to drum up support for a national boycott of the polls.

President Ershad declared earlier this week that the Army would be deployed during the voting to prevent a repetition of the violence which marred last week's local government elections. About 165 people were killed and thousands were injured.

The Election Commission said 982 candidates are contesting 300 seats.

Police win battle to shut shanty town



Armed policemen dragging away a distraught woman who failed to prevent her shanty home from being torn down yesterday. Several teams of demolition workers, supported by a contingent of police, razed the wooden buildings which

had been erected on land owned by the Philippines' Government in the outskirts of Quezon City (AP reports). More than 1,000 people who lived in the shanty town formed a human barricade in front of the police, razed the wooden buildings which

homes. They tried to fight off the demolition workers and police with a barrage of stones, but the demonstration was quickly broken up. No one was reported to have been seriously injured during the incident.

New Malays party adds to confusion

From M. G. G. Pillai
Kuala Lumpur

Datuk Seri Dr Mahathir Mohamed, the Malaysian Prime Minister, yesterday announced the registration of a new political party, adding yet another dimension to the confusion since his United Malays National Organisation was declared unlawful.

The new party, called Umno Baru (New Umno), was registered on February 13, a few days after Umno was deregistered.

He also announced that an attempt by Tun Abdul Rahman, aged 85, and Mr Hussein Onn, aged 66, former prime ministers, to form a

new Umno Malaysia '88 party had failed.

Supporters of the Tunku's party were meeting at the offices of Tunku Tan Sri Razaleigh Hamzah, the former Trade and Industry Minister whose narrow defeat by Dr Mahathir for the Umno presidency last year led to the crisis.

Umno had been Malaysia's main political party since its formation in 1946 and had dominated the multiracial coalition since elections were first held in 1955. With the registration of the Umno Baru, the National Front coalition quickly admitted the new party and elected Dr Mahathir president.

Army opens supply offensive

From Edward Gorman
Peshawar

Soviet and Afghan army units have launched a new offensive in eastern Afghanistan, close to the Pakistani border, to secure supply routes between bases in Nangarhar province, reliable resistance sources said yesterday.

Guerrilla commanders of the Khalis Hizb-Islami faction said that 200 vehicles, including tanks and multiple rocket launchers, of "Brigade 66" had set out from Jalalabad on February 10.

The column, supported by helicopters and bombers, has been trying to re-establish overland links with two district headquarters at Shinwar, 18 miles from Jalalabad, and Dehshah, about 10 miles south of Shinwar. The guerrillas say that the garrisons have not been resupplied by road for five years.

Commander Haji Abdul Qadir, who has returned to Peshawar for more ammunition, said that his 2,700 Mujahidin and their families were taking the brunt of the assault. Soviet air strikes and rocket attacks had concentrated on villages thought to be harbouring guerrillas.

"Most of the people living in the villages around our bases have left their houses and gone to caves in the mountains to be safe from the air raids, and others have left for Pakistan," he said. "We don't know how many have been killed."

Commander Qadir said that four Soviet tanks had been destroyed and the crews killed in the operation. He did not know the full extent of his own losses, but said: "The day before yesterday one of my Mujahidin was martyred and four others were wounded."

The offensive in Nangarhar appears to be a scaled-down version of the big operation launched in December by Soviet forces to relieve the garrison town of Khost.

ISLAMABAD: The Pakistan Government will sign no peace accord on Afghanistan unless Moscow agrees to replace the Kabul regime with a coalition of the People's Democratic Party with Pakistan-based Afghan refugees and the Islamic Afghan resistance, a Foreign Office spokesman said yesterday.

Village razed by firework

Peking (Reuters) — A stray firework started a blaze in a haystack which spread and razed a village in south-west China, destroying 125 homes out of 158.

Abductors halt UN relief work

Vienna (Reuters) — The UN organization helping Palestinian refugees said yesterday that it was suspending operations in Lebanon requiring direct supervision by international staff because two of them had been kidnapped.

The United Nations Relief and Works Agency said it had taken the decision after the kidnapping by Palestinian gunmen near Sidon on February 5 of Mr Jan Stening, aged 44, a Swede, and Mr William Joergensen, 57, a Norwegian.

It will transfer supervision of its activities in the Tripoli and Bekaa Valley areas temporarily to its Damascus field office.

Chinese Elle

Paris (Reuters) — The publishers of Elle signed a joint venture with the Shanghai Publishing House to produce the magazine in China. It will be the first western publication produced there.

Slow boat

Hong Kong (Reuters) — The Duke of Edinburgh's Royal Regiment, formerly the Berkshire and Wiltshire regiments which fought the Opium War against China 145 years ago, has returned to Hong Kong.

Pot plants

The Hague (Reuters) — Dutch police arrested six people for smuggling about 600lb of marijuana and hashish into Europe by using Aalsmeer, the world's largest flower market.

Bus ambush

Mbale (Reuters) — Rebels killed 19 civilians and seriously wounded 47 when they ambushed a bus in north-eastern Uganda, according to government officials.

Pollution fine

Moscow (Reuters) — A metallurgy plant in Cherepovets, north of Moscow, has been fined 20 million rubles (£20 million) for polluting a large reservoir, a newspaper said.

Union move

Madrid — Spain's socialist trade unions have agreed to join forces with communist-run unions in a bid to make the Government change its economic course.

Bonn blast

Bonn (Reuters) — Twenty people were injured in an explosion and fire at a Bonn shelter for foreigners, mainly Libyans, police said.

Letter from Khartoum

Where beer is a potent portent

Sitting in a wicker chair on the terrace of the Grand Hotel in Khartoum, watching men in white gallabiyahs and loose-wrapped turbans walking peacefully by the Nile as the sun sets, it is hard to imagine there is a war on in Sudan.

The visitor's main interest is finding a cold beer. Unfortunately, however, the ban on alcohol is one of the only ways in which sharia (Islamic) law is still implemented here, at least in public. In peoples' homes you will commonly be offered araq, a fiery local spirit made from dates, or some import like Ethiopian gin or pastis.

Hundreds of miles to the south, the people sitting by the pool at the Usaid Club in Juba — the beleaguered former capital of the southern region — openly drink Kenyan beer or Scotch whisky. That is Equatoria, where sharia is ignored.

The repeal of sharia is the main cause of the Sudan People's Liberation Army rebels from the African and Christian or animist southern Sudan. Although it is hardly implemented now, there is still a widespread feeling in the north that Islam should have some sort of guiding role for the nation. And so sharia remains a potent symbol of northern attempts at domination.

The SPLA is claiming it will take Juba, and so effectively take control of the whole of the south.

In Juba everyone looks up when one of the two Boeings bringing in supplies and a few passengers spirals in or out of the airport.

There is keen speculation on when the first one will be shot down. At the moment the SPLA is believed to be not quite close enough to use the shoulder-fired Sam 7 missiles. But its members expect to get close enough to mortar the airport or shoot down a plane within the next month.

At the same time, they could cut the only land supply route, the road to Yei, on which one to two convoys a month bring in food, fuel and other supplies.

The 50 or so expatriates beside the pool at the Usaid Club — mainly aid workers and missionaries pulled in from the surrounding countryside as the SPLA grip tightens — wonder whether they will be trapped in a town with 200,000 starving people and

an increasingly panicky army.

There is the example of Wau, a smaller garrison town to the north, which has been cut off for more than a year, apart from the occasional military flight. People are starving and there have been reports of atrocities — children crushed against walls by trucks, and cannibalism.

But life goes on in Juba, however odd some of the details. At the Juba Hotel the paths are lined with Zairean beer bottles and the buildings are quietly crumbling. Locals say the tap-water comes straight from the Nile and could carry bilharzia, a disease caused by intestinal parasites which enter the body through the skin.

In Khartoum you can drink the tap-water, but the streets are filled with rubble and rubbish — even in the extensive new suburbs. Paradoxically Juba is tidier.

Khartoum is not unaffected by the war. Beggars have become increasingly insistent as people displaced by the war, mainly southerners, swell the squatter camps around the city. There are now about a million, and the indigenous people are becoming increasingly concerned — despite the cheap labour and government plans to resettle many of the squatters away from the capital.

Idle groups of immensely tall young men from the Dinka tribe that provides most of the SPLA's forces are a common sight on the streets.

Back in Juba, there are still some people trying to work for the future, against all the odds. Peter and Anne McLinton still live by the rapids on the Nile a few miles upstream from Juba. They try to keep alive the idea of conserving southern Sudan's fabulous wildlife.

Mr McLinton is trying to help set up an anti-poaching patrol. A group of 200 heavily armed Kizigat, a Muslim tribe from Darfur who are believed to be involved in slavery, have apparently come down through the Central African Republic and back into Sudan's southern game reserves to plunder ivory.

There is no shortage of volunteers for a mission against them. Mr McLinton says: "They all want to bag an Arab." But the equipment and transport required are unlikely to be spared by the Army.

Andrew Buckoke

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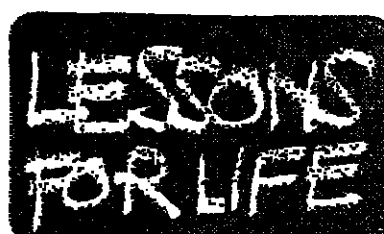
IT PAYS TO LISTEN TO EXPERTS.

TT 17/02/88

SPECTRUM

Great debate, great divide

MICHAEL BENNETT



Do Britain's children need structured teaching to form and fill their minds, or do they gain more from

a system attuned to their own desires and interests? This is the heart of the education debate, and in the second part of our series George Hill talks to two of the protagonists and finds they share much common ground

Educators have been fighting the Battle of the Books at least since the days of Jonathan Swift, and will probably still be fighting it as long as there are classrooms and pupils in them. On one side, the traditionalists, who see timeless standards under threat; on the other, the moderns, determined to reform away all the errors of the past.

In crude terms, the conflict is between those who hold that structured teaching is needed to form and fill a child's mind, and those who hold that teaching must respond to the child's own desires and interests if it is to have lasting success. In practice, the conflict is one of emphasis rather than kind. But the implications lie at the heart of the current debate over the way British students lag behind their Japanese and German counterparts in vital areas of knowledge.

But it is not easy for a reforming Government to satisfy either side with its policies. Let alone both. Professor Anthony O'Hear is one of the traditionalists and Professor Ted Wrang is a modern. But both voice equal and opposite alarm about the policies the Government is promoting. Both reject stoutly any suggestion that they are part of that notorious abstraction, the educational establishment, and profess to nurse a sense that the tide is flowing against them — Professor O'Hear perhaps with more conviction than Professor Wrang.

"There is cause for concern about the state of education at the moment, because the General Certificate of Secondary Education treats academic education, as I understand it, as something entirely bankrupt," says O'Hear. Professor of Philosophy at Bradford University, who recently published a trenchant attack on the new exam in a collection backed by the conservative Educational Research Trust.

Professor Wrang, director of the Exeter University School of Education, sees a lurch to the right in recent educational policies. "There is

an illiberal dominance in education today which has replaced any idea of a 'liberal consensus'," he says. Both academics claim for their own that infinitely elastic term "liberal" — but their response to catchwords of the debate like "child-centred", "written tests", "relevance" and "content" are sharply distinct.

Their personalities are as contrasting as their outlooks. Wrang, a genial man with a shock of curly hair, has all the confidence of an experienced media debater and television performer. His game is football. O'Hear's natural province is the academic review: he is diffident, febrile, with a sense of impending disaster all the more intensely felt because he has three small children on the point of becoming enmeshed in the British educational system.

'There is an illiberal dominance which has replaced any idea of a consensus'

Ted Wrang

"This quiz of yours is an example of what's wrong," says Professor Wrang, looking at a copy of *The Times* 100 test for sixth-formers which we published yesterday. "This is the Mastermind view of education — assuming that if you don't know lots of facts, you're not really tops. That's manifestly wrong. The people who win those things are not necessarily good at anything else. Some people who are most successful in practice might perform lamely."

"You can't put questions like 'Was King Lear a loony?' or 'Find a better way to sweep

the streets' into a test like that, because you can't answer or mark them with a yes or no."

O'Hear declared that he would regard anyone who knew the answers to fewer than half the questions as a victim of the predicament diagnosed by Professor Allan Bloom of Chicago (the subject of Monday's article in this series) in his polemic against slackly-structured teaching in the US. "This kind of questioning is not an entirely satisfactory test, but it is a start. Unless people have a number of landmarks of knowledge on which to hang their ideas, their ideas are worthless."

Both professors are lukewarm about any idea of being categorized as paladins of the opposing causes in a tournament between the political right and left.

O'Hear is no harsh utilitarian. Gradgrind. Far from insisting that facts and only facts matter, he takes the word "initiation" as his personal watchword. His quarrel with the GCSE's approach, with all its rhetoric about the importance of enlisting pupils' interest and making subjects relevant, is based on an intense conviction that it is ultimately narrowing.

"The mind is not something already formed, but something which can be structured through initiation into existing forms of knowledge of proven worth," he says. "If a teacher makes his appeal to what pupils regard as relevant, that is to start with a narrowing of experience, when he ought to be taking them beyond their experience."

"It is nonsensical to expect 15-year-olds to discover Pythagoras's theorem by themselves. These are steps mankind has painfully grasped on its way to understanding — they must be led."

Wrang, on the other hand, is at pains to dispel any idea that he favours an undemanding approach which seeks to bore the unacademic pupil at the risk of failing to stimulate the able. "Of course students can't be expected to re-invent the wheel. They ought to be



Division in the classroom: Professors Ted Wrang, left, a modern, and Anthony O'Hear, a traditionalist, may be in opposition but this is no political tourney

shown orthodox pretty soon. I don't think orthodoxy, skillfully presented, inhibits children — it stimulates them. Some less competent progressive teachers have failed to home in on the accumulated knowledge of generations."

He concedes that "find out for yourself" methods need to give way to structured teaching at about the end of primary school. O'Hear is ready to concede that they have a place until that stage. What worries him most is that the GCSE approach gears education for older children "to the requirements of the primary school", confusing any distinctions between more able and less able.

Both professors are able to agree, too, on their reservations about the utilitarian approach. Almost in the same words they agree that what employers want from school-leavers is not heads stuffed with vocational skills — which in today's fast-moving world can swiftly become obsolete — so much as widely-applicable understanding, and constructive attitudes.

"I would favour a technical exam which would be quite separate from the academic exam, but I deplore the narrowly vocational education

which seems to be implied by some of Lord Young's statements, and his Technical and Vocational Initiative," says O'Hear.

"An education which is not firmly based on traditional disciplines is easy game for any sort of political manipulation," he says. "The political left and right are agreed in wanting to sweep traditional academic disciplines away in favour of instant 'studies'. One side seeks to replace them with business studies and computer studies. The other side wants women's studies, film studies, world studies, and so on."

O'Hear is an admirer of Professor Bloom and his "wonderful book". "The sort of vacant relativism Bloom criticizes is inherent in some of the statements laying down the criteria for GCSE," he says.

Wrang strongly defends the GCSE, and denies that able pupils may be disadvantaged by its attempt to provide criteria applicable to the whole ability range.

But he agrees — and he is able to speak from first-hand experience, for he takes GCSE classes at a local school — that the transition to it has made great demands on staff, and that mixed-ability teaching is

'The mind is not something already formed, but something which can be structured'

Anthony O'Hear

more demanding than streamed teaching.

The emphasis on coursework and assessment by teachers, rather than formal written exams, is as welcome to him as it is suspect to O'Hear.

Both are more inclined to warn against what they see as dangers threatening British education than to deplore its present state. As a deep-dyed member of the establishment — whether supplanted or not — which has formed British education through much of the Seventies and Eighties, Wrang has an almost proprietorial interest in asserting that British schoolchildren do

reasonably well by international standards.

"They do better in tests than their American counterparts," he says, and if they do less well than German and Japanese children, that is partly because they have a better grounding in just those kinds of knowledge which are difficult to assess in formal tests.

"British children would not be poleaxed by a Venn diagram in maths, for instance. The German 'gymnasium' education is often unspeakably bad. Over time, the proportion of British pupils gaining at least one O level has risen steadily: 25 years ago it was only a quarter, now it is over a half — and CSE and GCSE mean that 90 per cent leave with a qualification of some kind."

O'Hear is a believer in the virtues of written testing, but has reservations about the project to create a statutory national curriculum. Wrang dislikes both because they imply that specific knowledge is the main thing, when he attaches greater importance to learning skills. The very idea of "learning skills", divorced from content, seems meaningless to O'Hear. His concern is a libertarian one.

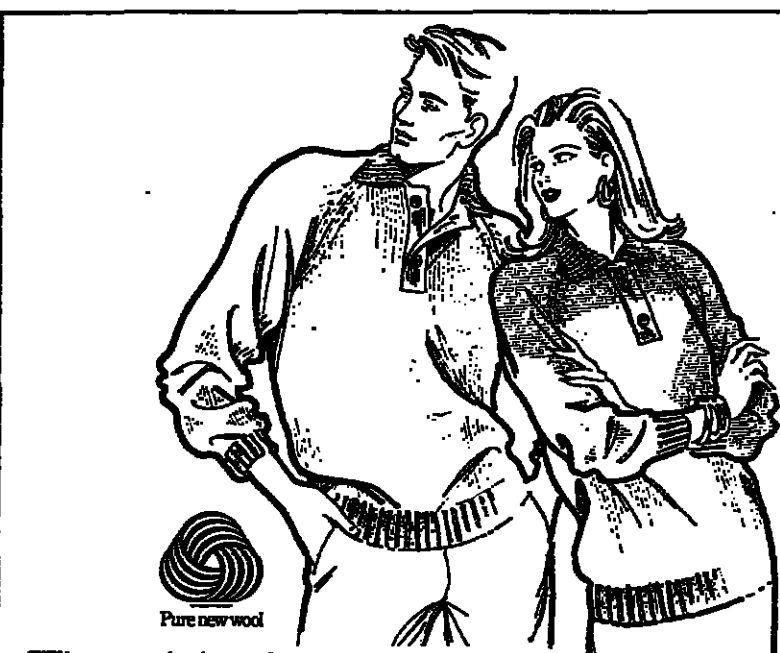
"I can see why Kenneth Baker found it necessary to

produce the plan — he felt that many parents had no confidence that their children were getting the sort of basic knowledge any child should have. But the idea comes ill from a Government committed in theory and practice to the invisible hand and spontaneous order."

In practice, the views of bitter opponents about the delicate job of educating children appear to be less far apart than the battle of slogans may suggest. But as conflict rages over whether it is retrograde to be progressive, or fair to be egalitarian; over whether initiation means exclusiveness, or relevance irrelevance; only one thing is clear: whatever course the Government steers through the rocks of reform, it is not likely to satisfy the theorists on either side of the debate. Whether it can satisfy the parents, let alone the children, remains to be seen.

TOMORROW
Classroom 2000:
Kenneth Baker
explains his vision
of the future

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abandonment

abominable snowman

abortion

Abraham and Isaac

Absence makes the heart grow fonder

absentminded

absolute monarchy

absolute zero

abstract expressionism

academic freedom

a cappella

accelerator, particle

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AC/DC (alternating/direct current)

Achilles' heel

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acquittal

acronym

acrophobia

Acropolis

Acrispe

Adele's speech

ad hoc

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WEDNESDAY PAGE

Children, not women, first?

Imagine this: doctors have told a pregnant woman that unless she has a Caesarean section her baby may die. She refuses — perhaps she has religious objections to surgical intervention, perhaps she has older children to care for and does not want to risk an operation. The maternal mortality rate following Caesareans is low in the United Kingdom, but it is still twice that of normal vaginal delivery. Furthermore, about 20 to 30 per cent of mothers have some complications, mostly minor but occasionally life-threatening.

For whatever reason, the woman has decided to withhold her consent for the operation. At present that is her right. But should the law be changed to give the unborn child rights, too? Should the mother be taken into hospital, kept there against her will, operated on without her consent?

In the United States the situation is not hypothetical: courts there have already been asked to make judgments of this kind, as *Birth Rights*, an item in BBC2's *Antenna*, will show tonight.

Elizabeth Woodcraft, a 37-year-old barrister whose chambers are in London, was invited to present this section of the programme. She is concerned about developments in this area of the law.

She believes that events in America give rise to this concern: she cites the case of Barbara Jeffries, a Michigan woman who went into hiding when a court ruled that she should have a Caesarean because she had a placenta praevia, a condition in which the placenta lies near or across the cervix.

"Basically the court said that any medical intervention which

In the interests of babies' welfare American judges can and do decide how and where women give birth. Lee Rodwell reports

the foetus required should be done," Woodcraft says. "This was about a month before the baby was due. Barbara had been going to all her antenatal appointments, and when she rang the hospital the day after the ruling to say that she was going to be late for her next one, she was told they were going to keep her in."

"So she ran away and went to stay with friends. When she felt the birth was imminent, she went into hospital and the baby was born in the normal way."

"In another case, in New York, Judge Margaret Taylor was brought in during a woman's labour to issue an order so that a Caesarean could be done, because the umbilical cord was round the baby's neck. She talked to the doctors and to the mother and decided in the end that she couldn't order anyone to have a life-threatening operation against her will, although she also said she had a few worried moments waiting until she knew that the baby was all right."

One of the things Woodcraft finds disturbing is the fact that in America, at least, the law seems to take one line where adults are

concerned and another regarding unborn children. There was a case where a man who needed a bone marrow transplant asked for a court order to make the only possible donor, his cousin, donate. The court found the cousin's refusal morally reprehensible but said that in law they could not order that kind of assault on a person. So it seems that an adult can say no to surgery that would benefit another adult. But when it comes to a mother and her child, the same criteria do not always seem to apply.

In America there have also been efforts to use the law to make certain kinds of behaviour during pregnancy criminal offences. "We looked at the case of Pamela Rae Stewart, in California," Woodcraft says. "She had taken drugs during pregnancy and her child died a few weeks after birth."

"Attempts to charge her with the equivalent of manslaughter, on the grounds that her behaviour had affected the foetus in the womb, were thrown out because they were brought under the wrong legislation."

But the judge indicated that there were ways these charges could be brought. "We also interviewed the senator who is trying to get new state laws passed, and he said that at the end of the day it might be necessary, in some cases, to put women into institutions during their pregnancies." In Britain it is already established practice to take a woman's behaviour in pregnancy into account when deciding whether or not her newborn baby should be taken into care; but last month Bromley Council took things a stage further by trying to make an unborn child a ward of court.



Worried about increasing intervention: Elizabeth Woodcraft, who presents a dissenting view

The application was brought because an unmarried mother with a history of mental illness had disappeared without, apparently, making any plans for the imminent birth of her child. The idea, if the application was successful, was to trace her and order her to go into hospital for the birth.

The final appeal court ruling on the case made it plain that the courts have no power to protect the foetus in this way even though its mother's action may be a threat to it.

Lord Justice May, one of the three judges concerned, said: "If parliament were to think it appropriate that a pregnant woman should be subject to control for the benefit of her unborn child, then doubtless it will stipulate the circumstances in which such controls may be applied and the safeguards appropriate for the mother's protection."

'One senator said that at the end of the day it might be necessary to put some women into institutions during their pregnancies'

But Woodcraft feels that it is another cause for concern. "I think we are just beginning to scratch the surface of a difficult problem. Most women follow their doctor's advice absolutely. They will do anything for the baby they are carrying."

"On the other hand, medical techniques are developing at such a rate that more women are being asked to agree to things when the risks and benefits are uncertain."

There is also the question of where to draw the line. It is known that smoking and drinking alcohol during pregnancy can affect the foetus; will there be a time when laws are passed to try to stop pregnant women doing either? And if we are to take the threat of passive smoking to the unborn child seriously, would the law take steps to prevent husbands from smoking during their wives' pregnancies? And who would report the offenders — doctors, midwives, health visitors, spouses, relatives, colleagues? Would the threat of being on the wrong side of the law drive pregnant women away from the sources of help and advice they and their babies might need?

"We are talking about what is morally desirable — you want women to do what's right but I don't think it's the place of the law to make them. The alternative is education, communication, understanding, persuasion," Woodcraft says. "At the moment what a woman says goes until the child is born. I think that's the way it should remain. Otherwise you are kicking down a very murky path with no idea where it will end."

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Anna will be shown on 8.10-9pm.

BRIEFLY

A round-up of news, views and information

Holiday happily

Parents who secretly yearn for the occasional holiday without their children may be interested in the advent of the children's hotel. The Little House, in London, is exactly that — run by a former Norland nanny and qualified Montessori teachers and described by its proprietor, Sue Lake, as "a kennel for children" (a turn of phrase presumably designed to reassure in a country famed for putting pets before people). "We take children for just a day or much longer, for instance if a parent is in hospital, or has to go away on business," Lake says. In the morning, the children (ages two months to eight years) indulge in supervised nursery school play activities; afternoons mean outings, to the zoo or a park for example. Numbers are limited to four residential children. Rates range from £9.50 for a day up to £200 for a week, and The Little House can be found at One Tyrrel Road, London SW6 (01-731 6298).

Smooth as silk

Victims of psoriasis, sensitive skin and allergies, at last have a new luxury to look forward to: two weeks ago we mentioned a catalogue of pure cotton clothes, but now we reach us that silk, one of the healthiest and most comfortable fibres for sufferers to wear, is spun into six weights of knitting yarn by Angela Lodge of Filoni Yarns, who is "happy to dye it to match any garment". Such indulgence does not come cheap — kits cost from £29.57, or £5.30 per 50gm hank — but the silk knits beautifully into garments which drape elegantly and are especially kind to the skin. Write, enclosing an SAE, to Filoni Yarns, Three Ply House, 57a Lant Street, London SE1 1QN, or call 01-403 1216/1207, and specify if you are interested in the dye-to-order service.

Cloud fine

Smokers who are accustomed to fishing around in the depths of their handbags for a light should perhaps not treat themselves to the new Parfum Briquet from Claude Montana. It is a revolutionary design in perfume sprays which perfectly mimics a small, square lighter, but instead dispenses a whoosh of Montana's scent. The geometric gem should be welcomed, however, for spelling the end of an era in which any woman who wishes to smell good *route la journal* has to carry an unnecessarily heavy bottle of perfume. It costs £35 for 10 ml; refills are £19.50.

Heart of flowers

If there were a prize for the most romantic Valentine's gesture, then it would surely go to Bristol-based Roy Whyatt, who elicited cards for his wife Janet by advertising in *The Times* Personal column, saying: "Take time to send a card that says how much you love women like her." Mrs Whyatt, the recipient of 107 cards and several bunches of flowers, has apparently stood by her husband through the crash of an American business venture (they lost two homes, a car and a livelihood), and helped him to start again from scratch, without a complaint. "It's been real riches to rags — and hopefully, back again," Whyatt says. He placed his ad "to thank Janet, but also to make other men think for a moment about the fact that behind every successful man is a good woman — and they get too little praise."

Quote me . . .



"There's an acute shortage of real men these days. I don't mean that in a macho sense, but simply men who know where they are going and what they are about." *Lauren Bacall*

In the ring

Nieman Marcus, the smart American store, offered the ultimate Christmas gift: the chance to be ringmasters at the Barnum & Bailey & Ringling Brothers Circus for a day — if you had \$5,000 to spare. With the *Showman's Directory* 1988, however, you can almost stage your own; it lists how to hire a big top, an escapologist, and even a baby elephant. The directory costs £5 from Stephen & Jean Lance Publications, Brook House, Mint Street, Godalming, Surrey GU7 1HE (04868 22184).

Fashion figures

The American fashion industry has finally understood that the unnatural promotion of the stick-like female form as an ideal has played a role in the surge in anorexia and bulimia statistics. The Council of Fashion Designers of America and several independent fashion luminaries have been recruited by Anorexics/Bulimics Anonymous to team up with a medical committee; together this advisory group plans to "oppose the promotion of overly thin women". Other targets for recruitment to the group include the entertainment, cosmetics, and advertising industries.

Josephine Fairley

The magnificence of munificence

The new development director of the British Museum has one main task — to raise funds

Venerable British institutions have a knack of choosing the right person when they need to go out with a begging bowl — and frequently they are women. The British Museum has recently appointed Giovanna Michelson as its development director — or fund raiser — at a time when, as Elizabeth Esteve-Coll, the director of the V & A, has noted, museums and galleries in search of sponsorship are in competition with each other in a cut-throat business.

Undeterred, Michelson, an Italian in her early thirties, sought advice from people in similar jobs about how she could best approach her task. The men, she says, were defensive and unhelpful, the women much more forthcoming. In her view, "there's something about the psychological framework of women that makes them much more natural team players than men."

The BM needs sponsorship (corporate and individual) to maintain its position as one of the world's best museums, and while any number of businesses are happy to fund one-off exhibitions of Scottish gold or Chinese funeral statues, finding money for drains, leaky roofs and air-conditioning is hard work.

Michelton, who is married to an American banker, has to take the BM some way down the transatlantic road of corporate funding, without appearing to do so. It is a task for which her background, education and experience make her well suited.

The daughter of an Italian ambassador to the United Nations, she has studied both anthropology and archaeology at Harvard, and worked for UNESCO in Tunis, where she did a survey of the Islamic remains in North Africa. When the work was published as a book, she was encouraged to think of an academic career. She went to Oxford to do a doctorate, but before long she was offered a job in merchant banking by Lazards. "It was either a fellowship at £3,000 a year or the city at £7,000," she says. "I sold my soul to Mammont."

It was a mistake. "They didn't know what to do with me. I didn't know what to do with them." Working there was "a disaster for a woman". She persevered, moving on



The museum's happy opportunist: Giovanna Michelson

to an American merchant bank, Kidder Peabody, where she ran the company's business in France. But she "didn't see a future in capital markets", and when the BM job turned up, combining the academic and business sides of her experience, she leapt at the chance, even though it meant a "massive" drop in salary.

Her first few months were spent getting to know the museum and its staff. The latter was particularly important. "The staff speaks for the museum, and I got instant 'street cred' because I had done some of the things they do. I knew what an excavation was about. It was not so much that I understood the museum, but that I understood them."

She is a great believer in "networking", a technique she learnt in the City, and has just joined Women in Fund Raising Development. She is adamant that fund raisers in the arts — as she sees herself — need to stick together in the face of cut-backs. "The Government has a divide and rule policy on the arts."

Her style is less agitational than anthropological. When she talks of handling the sharp end of her job, her training also offers her guidelines. She is dismissive of some of the excesses of American corporate fund raising ("Last year it was the milk coat; this year it'll be the Met"), but she is aware of the need to adapt American techniques, such as providing donors with a sense of participation. "If you study anthropology you realize the nature of a transaction as reciprocity. So if you give

\$100,000 to a museum, you want something in return, not just a plaque on the wall."

Michelton thinks her role model is less the aggressive "money machine" Metropolitan Museum than the gentler, partially government funded, Smithsonian or National Gallery. The BM has membership, but subscribers pay £500 a year, no more.

Future plans for fund raising might include open days, even black-tie dances. If you help fund an Egyptian exhibition, for example (climate control in a gallery would cost between £1 and £2 million a year), you might get the opportunity to join a special Nile tour.

Michelton is particularly delighted with the fund-raising potential of the "Suleyman the Magnificent" exhibition, which opens tomorrow. She describes the display of textiles, ivories and gold from the Ottoman period, some on loan from the Topkapı Museum in Istanbul, as "absolutely gorgeous; it is not often that you get something with as much pomp and flash and glitter as this". Several companies have already booked a private view, evenings at which they can entertain clients — events which Michelton notes particularly appeal to the "City ladies' palate."

She is happy to describe herself as an opportunist, and looks forward to using a little flirtatiousness on the telephone to ease her passage to an important marketing director. Sponsors with money to spend on the arts are in for an interesting time.

Andrew Lycett

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About eight years ago, while holding me close, my husband told me that he was gay. For days after this revelation I wrestled with its implications, trying to recall looks or observations which should have sparked more than a suspicion.

Our three children involved us, our sex life continued, and my husband seemed unaltered, no horns or cloven hoofs. But one cannot always bury a time-bomb of this magnitude for ever, although I am told there are "hundreds and hundreds" of practising gay husbands whose wives do not know of, or will not acknowledge, their husbands' homosexuality.

Sometimes my wall of detachment would be breached. My husband developed shingles. Blandly the doctor observed that his immune system had broken down, not realizing the crushing impact of his words. For Aids had just begun to haunt the researchers. Our eyes met in fear, but we could not discuss it, my wall was still too firmly in place. After recovering and showing great courage he took the test for Aids, happily negative. And if at coffee mornings, dinners or during the course of my work as a market researcher in unblemished Berkshire, someone sneered at gays or made the ritual remarks, my smile would be careful, my reactions noncommittal. Despite my terror — for that is what it was — I

could not betray my husband by joining in. Together we tackled the subject of homosexuality, my husband as a homosexual, and the implications for our marriage and children. Our age children, constantly at each other, are united with each other, and respect for their father. But they share preconceptions of their parents at the local comprehensive school.

For a while I hated gay camp and the subtleties of a great divide. Across a great divide I could invade and could not be invaded. I was very frightened. Eventually my despair totalled, and yet I spoke to my friends' support, waiting to impose such a burden of too would experience fear and insecurity, a disaster felt when views are changed.

Take time to learn

FIRST PERSON

Gail Fielding

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affection tested. When I tell some of them, gently, of my husband's sexuality, they are surprised, filtering through the astonishment and disbelief sympathy — for boys.

Two years we attempted to elish a *modus vivendi*, some way of allowing my husband to be what he is without causing me too much pain. I did not work the combination of concessions (my preposition) and constraints (his) were very difficult to reconcile. At present he loves and is loved in return. We are looking at separation, particularly how it will involve and affect the children (to tell or not to tell?) and are terrified of gambling with their emotional welfare. Professional opinion, however, seems to indicate the sooner they are told of their father's homosexuality the better, on the grounds that unexplained tension between their parents is worse.

I do not want a separation, but despair of a working alternative. If someone were to ask me if I would marry my husband again I would probably say "no", but with reservation. In so many ways my marriage has been an enriching experience. Clause 28 could encourage more cross-sexual marriages (homosexuals married to heterosexuals) because homosexuals will feel less secure about their sexual orientation. Those involved might not be as lucky as I.

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CALMING THE GERMANS

The modernization of Nato's short-range nuclear weapons is a logical and necessary step. It would have a place in the alliance's force improvement programme regardless of the INF treaty. Yet the argument over whether to go ahead with it once more threatens to damage allied unity.

Today the debate moves forward on two fronts — in Brussels, where a combative Mrs Thatcher is paying her first visit as Prime Minister to Nato headquarters; and in Washington, where President Reagan is taking on Chancellor Kohl. With a Nato summit now only two weeks away, the issue needs the greatest attention — and care.

In Bonn opposition to short-range weapons has intensified. Germans, who have lived for many years with the knowledge that nuclear weapons are stationed in the Federal Republic, have now united to call for their removal. While the left want a so-called "third zero option" (this time to eliminate short, as opposed to medium, range weapons) even the right want to negotiate their reduction. All oppose the plan to modernize them.

One cause of this concern is the INF Treaty itself, under which all intermediate-range nuclear forces are being swept away in Europe. This will leave only the short-range weapons with a range of less than 300 miles. As most of these (because of their range) are stationed in West Germany, Bonn feels it is bearing too much of Nato's nuclear burden on its own. It feels exposed and vulnerable.

Another reason is that military strategists have been talking about a limited nuclear war. The recent Pentagon report, *Discriminate Deterrence*, at one point declared: "The alliance should threaten to use nuclear weapons, not as a link to a wider and more devastating war — although the risk of further escalation would still be there — but mainly as an instrument for denying success to the invading Soviet forces." It is easy to understand how that kind of language, might raise in the mind of Herr Kohl and his West German ministers, the spectre of a limited nuclear war

in which the superpowers slug it out on German soil.

This would be a misunderstanding of the nature of flexible response, which is to provide deterrence against every level of attack. If such a misunderstanding should lead West Germany to oppose the modernization of short-range weapons, it could damage Nato's strategy and cohesion.

Given the continuing superiority of Soviet conventional forces, the allied strategy necessitates using the threat of nuclear weapons. The immediate use of American strategic missiles against the aggressor is scarcely credible. There must be at least one lower rung on the ladder of potential escalation.

The removal of INF missiles has placed new emphasis on the short-range weapons systems. The plan to modernize them, including in some cases an increased range, is required to ensure that deterrence continues to work. It would be regrettable if it foundered amid German suspicions of American intent.

Mrs Thatcher, in her discussions with allied ambassadors, will have most Nato powers on her side, as she argues the case for nuclear updating. But she will need tact as well as force (as will President Reagan) to allay the fears of their West German friends and allies.

A generation ago, the West Germans might have been persuaded that they should be grateful for Nato's protecting arm. In the late 1960s, one year after the East German leader Herr Honecker visited Bonn, when East-West relations in general have improved, West Germans feel they too can be more discriminating about deterrence.

Despite the improvement in East-West relations, there is much more that Nato should do to increase its effectiveness — greater collaboration on the development and procurement of equipment, the forging of stronger links with the capricious French (still outside the military command structure) and the increased funding of conventional forces. All these aims require allied cohesion and good will. The West Germans must be persuaded to go along with improvements in the nuclear forces too.

THE BEARS ARE THERE

If the success of an official visit can be defined by the directness of the communication, the range of people met and the diversity of experience sampled, then Sir Geoffrey Howe's visit to Moscow which ended yesterday, must be judged very successful indeed. He exchanged frank and opposing views with Soviet officials on arms reductions in Europe, Afghanistan and human rights. He met, besides the Soviet leader and the Foreign Minister, dissidents, Jewish refuseniks and non-communist party intellectuals. He was received in an imperial hall in the Kremlin, dined at Mr Shevardnadze's private apartment and spent an evening at a Moscow jazz club.

In all, his visit confirmed the impression, fostered by both sides since Mrs Thatcher's visit to Moscow last spring, that Anglo-Soviet relations are better than they have been for many years. The atmosphere is warmer, individual points can be made without the relationship as a whole being soured. The Soviet leadership appears to be listening to London with unaccustomed attention.

This new openness offers opportunities for further progress. Some of these were grasped by Sir Geoffrey during his meeting with Mr Gorbachev. The Soviet Union has now been told unequivocally that so far as the West is concerned the acceptability of any settlement in Afghanistan will be a matter for the Afghans to judge and no one else. The return of refugees would testify to success in a way that no diplomatic form of words would. Sir Geoffrey's assessment did not go down well in Moscow. Its very honesty might, however, be headed.

The decision to establish a joint working group on human rights is to be especially welcomed. But it must be regarded only as a transitional stage. A time has to come when

groups such as these are unnecessary. Problems of human rights — or human contacts, as the Soviet side often prefers to describe them — are matters for the individuals concerned. Government intervention, as Sir Geoffrey said, should not be required to reunite families.

Nor, it should be made clear to the Russians, should the perceived sins of the fathers be visited on the children. The single outstanding case of a divided family concerns the son of a former Soviet journalist who defected to this country. The reasons given by the Soviet authorities for denying him an exit visa have varied; only the denial has been consistent. At a time when Moscow seems to be trying (albeit selectively) to improve relations between the Soviet State and those who — usually in pursuit of greater artistic and political freedom — have chosen to live abroad, such stubbornness is hard to comprehend.

Divergent perceptions of human rights persist, and the West is correct in continuing to draw attention to the Soviet Union's still unsatisfactory performance. Exerting pressure on the Russians to confront the problem has, however, begun to bring improvements — and with them the gradual thaw in East-West relations for which Mr Gorbachev has been striving so single-mindedly since he came to power.

Until the improvement becomes more general, until the individual well publicized cases cease to be the only ones solved to mutual satisfaction, some of the stereotypes of the cold war will live on. Sir Geoffrey yesterday reminded his Soviet hosts of one of these: the menacing Russian bear. "There are no bears here," he was assured by the Soviet leader. "There is always the fear," replied Sir Geoffrey correctly, "that one might be lurking the other side of the hill."

THE RANDOM MR RIDLEY

According to the Office of Population Censuses and Surveys, there will be one million more households in the South-East by the end of the century than there are now. That means there will be a million more households with a claim to be housed somewhere in the region, whether in the congested cities, the leafy suburbs or the towns and countryside around London. Questions of planning, land use and development control will thus come to a head over the next decade, and the political implications are likely to be far-reaching.

The House Builders Federation, which has a commercial interest in reducing the price of land around London, has been swift to seize on the new evidence to lobby for the relaxation of restraints on land use. If there is no relaxation, it argues, the ensuing shortage of new homes would prove an embarrassment to a Government set on economic expansion, labour mobility and wider property ownership.

The official statisticians have made a strong case for the builders' argument that they need land to accommodate an extra 600,000 units of housing by 2001. The federation, however, says that even this will be inadequate. It says that the figures understate the numbers who left Britain during the lean years of the 1970s and are now returning with enough capital to affect the property markets.

Others might wonder if the projections themselves are not overstated. With the cost of private housing in the South-East rising so fast, they ask, and the supply of public housing for rent still so limited, will people really be so eager to form independent households there?

Despite the planning constraints bemoaned by the house builders and despite the mounting cost of first time purchase, the incentive to household formation is high — and likely to remain so. The Environment Secretary, Mr

Ridley, therefore, has a number of options before him.

He could ignore the figures and let the interplay of market and planning system continue as it now does — creating a growing backlog of planning appeals which put him in the firing line whenever he has to decide who is given the go-ahead for a private-sector new town in Surrey or Essex or north Hampshire. Such inaction is a recipe for bottlenecks.

There is a school of thought which sees such pressure on land and housing in the South-East as a necessary stage that would eventually benefit the northern regions where land and labour is cheaper. This, however, ignores many other political considerations which will concern Mr Ridley, not least the troubles for Home Counties Conservative MPs when the sons and daughters of their voters are unable to afford to live where they grew up.

Mr Ridley has another option — and the fact that he has called a meeting with the South-East Regional Planning Consortium perhaps indicates that he leans towards it. It is to plan for growth in the South-East.

This would mean a change of heart, or at least of rhetoric, for a minister who dislikes the idea of second-guessing developers, but has done nothing to dismantle the planning system. Mr Ridley will have to identify areas where new building can be accommodated with minimum disturbance, and then use the system to channel projects in the required direction.

The choice is between random restraint, which happens now, and a more organized attempt to accommodate growth in a region apparently ill-equipped for it. The latter is better politics, and better for economic growth. If he gets the right answers, it could be better for the environment too.

Why a student nurse may quit

From Miss Lois Dunning
Sir, Mrs Thatcher has said (report, February 3) that she fears the nurses' strike will harm the patients and increase waiting lists. I went on strike on February 3 because I know that patients are already being harmed.

On one of my first days on the wards I was looking after a large number of patients and I simply didn't have enough time when it came to the evening meal to feed all the ones who required help.

One who missed her meal was a little old lady who was very confused and fearful and I would have liked to sit down with her and find out what was wrong. However, I had to rush off to attend to other more pressing duties.

Later I saw her calling me over, but it was not for another 20 minutes or so that I could go. By this time she had wet herself. It was at least half-an-hour before another nurse was free to help change the sheets.

The next morning, when I came to work, I found that she had died in the night. This lady had missed her last meal, suffered the indignity of incontinence, and had no one to sit with her, hold her hand and talk to her over the last hours.

You may think that this experience has stuck in my mind because it is a rare occurrence. Unfortunately it is not. What should be a rewarding and fulfilling career becomes ever more frustrating and depressing.

When there are no beds free in intensive care in my hospital patients have to stay on general wards, where they receive less than adequate care. When intensive care is full the fittest (i.e. least critical) are shipped out before time.

Money aside, these are the reasons I am looking for a job abroad when I qualify. These are the reasons I went on strike.

Yours faithfully,
LOIS DUNNING (student nurse, St George's Hospital, Tooting), 12B Pinfold Road, Streatham, SW16.

Who's in charge?

From Mr R. Brad-Sommerton
Sir, Having read with interest the report in today's *Times* (February 12) about the Dixons/Woolworth case, and also having taken careful note of the judge's comments, we feel it quite proper for companies to take any lawful action they consider necessary to protect their interests against the predatory advances of other concerns.

British industry suffers severely from the "iceberg syndrome", i.e. enormous losses must be incurred before a company is forced to close and which are mainly perpetrated by trusted personnel.

This is the principal area within which BISS (the British Investigation and Security Service) operates and we have experienced a recent rapid growth in the need to counter these internal financial losses. Managing and financial directors should ask themselves if they really know who is running their companies. It is imperative that key executives are aware of this insidious problem and take remedial action.

Yours faithfully,
R. BRAD-SOMMERTON, Director of Operations, British Investigation and Security Service, 10 Wincott Parade, Kennington Road, SE11, February 12.

Threat to geese

From the Honorary Director of the Wildfowl Trust
Sir, Conservationists will be greatly concerned to learn that licences have been issued to shoot one of the world's rarest geese, the Greenland white-fronted goose, on the Scottish island of Islay.

The licences have been issued by the Department of Agriculture and Fisheries for Scotland, despite the birds enjoying special protection under the EEC directive on the conservation of wild birds following the dramatic decline of this goose in the 1960s. The world population is only 23,000, virtually all of which winter in the British Isles.

Islay is the most important wintering site, supporting one third of the world population. In Eire, the other major wintering place, the Government has maintained their protection, despite having higher densities of geese in smaller areas.

While it is claimed that white-fronted geese are causing serious damage to grass and arable crops, I do not think that this has been adequately proved.

The issue of licences, of which eight more have just been issued, should have been considered as a last resort, implemented after the failure of more appropriate and less destructive measures. However, the original licences were granted to farmers who refused assistance from the Manpower Services Commission "goose-scaring services", which are freely available on the island.

Before the licences are issued there are statutory procedures requiring full consultation with the Government advisory body on conservation, the Nature Conservancy Council, which has objected to the killing of the geese. But the DAF for Scotland clearly did not comply with these procedures.

The announcement of extra licences is all the more saddening as it coincides with the declaration of protection of 10,000 square kilometres of the Greenland white-front breeding grounds. These areas have been designated by the Greenland Government as being of outstanding international importance, according to the Ramsar Convention on international wetlands. This highly commendable protection by such a young nation now stands in stark contrast to the decision of our own agriculture department to fly in the face of our international commitments.

Yours sincerely,
PETER SCOTT, Honorary Director, The Wildfowl Trust, Slimbridge, Gloucestershire, February 15.

under Mr Lawson's chancellorship. Some have demanded blood tests.

Impact of ILEA on musicians

From Sir Michael Tippett, OM, CH, and others
Sir, We write to express our concern about the serious effect abolition of the Inner London Education Authority will have on the musical education in London.

The ILEA justly enjoys an international reputation for the quality of its musical education. Music has always assumed a special place in ILEA schools, encouraged by a strong inspectorate and well-organised central support. The loan of musical instruments, access to a special music course at Pinfold school, visits by thousands of pupils to concerts and opera performances and by professional musicians to work in schools, are all vital components of an enlightened music policy.

Such a policy naturally produces many talented musicians. The authority's Centre for Young Musicians provides some 600 such young people high-level instrumental tuition and regular opportunities for ensemble playing. The centre also supports large-scale instrumental tuition in deprived areas of London like Tower Hamlets, with astonishingly successful results.

The crowning pinnacle of this edifice is the London Schools Symphony Orchestra, which some of us have had the privilege of conducting, and its associated ensembles. Over the years, the LSSO has won critical acclaim both in London and on numerous tours overseas as one of our

leading youth orchestras. Three factors strike us as fundamental to this enterprise. It requires a commitment to provide substantial resources in staff, equipment and support.

Secondly it is difficult to envisage so comprehensive a policy being possible on a small scale. Thirdly, and perhaps most crucially, it requires an organising intelligence which, with the best intentions, a mixed collection of individual London boroughs and joint boards would be unlikely to provide.

The Government appears to believe that abolition of the ILEA is merely a sensible rearrangement of the local authority furniture. It seems to us, however, that in the process at least one valuable and irreplaceable piece is going to be damaged beyond repair. To ignore this effect of abolition seems to us at best carelessness and at worst barbarism.

We would urge Parliament, as it examines the implications of the Government's plans, to take note of what we believe would be a previous loss to music in London.

Yours faithfully,
MICHAEL TIPPETT, STEPHEN BRIDFORD, GEORGE BENJAMIN, NICHOLAS CLEBURY, MEREDITH DAVIES, PETER FLETCHER, JOHN GEORGADIS, JANE GLOVER, CHARLES GROVES, JOHN HOSIER, JOHN MCABE, ROGER NORRINGTON, SIMON RATTLE, PAUL PATTERSON, 48 Great Marlborough Street, W1, February 16.

Hard cake to cut

From the Secretary-General of the Arts Council
Sir, So Peter Hall's achievements (February 15) are "more in spite of than because of the Arts Council". The Arts Council should not be surprised (or offended) that once again its corporate hand is severely marked. The fact of the matter is that during Sir Peter's long, successful reign the National Theatre has received more than £71 million in Arts Council subsidy.

Cake-cutting is an invidious task at the best of times, but this year it has been more difficult than most. The Minister for the Arts awarded a generous 8.4 per cent settlement and this, naturally, aroused high expectations. In fact, most of the largesse was already mortgaged. Next year's grant will be £150 million. However, £3.5 million is earmarked for incentive funding and £2.25 million for additional touring in Great Britain and overseas.

After giving Scotland, Wales and the English regional arts associations their fair shares of the grant-in-aid, the Arts Council has itself set aside £1.7 million to finance previously-made commitments under the terms of its development strategy, "The Glory of the Garden", and some other important new developments.

Very little was left for inflation-linked increases to the grants of ongoing Arts Council clients.

We had planned to award the National Theatre a 2 per cent rise, which falls, within a band of increases ranging from zero to 5 per cent across the council's portfolio. Unfortunately, the Government decided to reduce the grant it made to the Arts Council to replace the funding of the abolished Greater London Council and the other metropolitan county councils — and this has been passed on pro rata to all recipients — among them the National Theatre, leaving them

with a net 1.4 per cent increase.

For thriving artistic enterprises, such as the National, that is not the end of the story. I will be most surprised if the company is unable to benefit from the millions of pounds set aside for incentive funding or touring over the coming three years.

None of us at the Arts Council underestimates the enormous contribution to Britain's cultural life made by Sir Peter and the National Theatre — we have backed him and we continue to back him and his success.

Yours faithfully,
LUKE RITTNER, Secretary-General, The Arts Council, 105 Piccadilly, W1, February 15.

From Mr Bernard Levin

Sir, Sir Peter Hall's plea for a larger slice of the Arts Council's cake to be allocated to the National Theatre deserves much sympathy. He is right to draw attention to the great success of the NT; indeed, he understates it, particularly his own enormous contribution. And he recognises, as many do not, that the Arts Council can only distribute the funds it gets; he does not even complain that it should get more, confining himself to a criticism of the way the council "cuts its cake".

Very well, then; but Sir Peter must answer two questions. First, what extra sum, from the Arts Council's known funds, would he regard as appropriate for the NT, bearing in mind that the room for manoeuvre is limited?

Second — and he must name names, not just state generalities — which theatrical or musical companies, which other projects funded by the Arts Council, should have their subsidies withdrawn or reduced to make up the extra sum that he thinks (and I agree with him) the NT deserves? For, as he, plainly realises, if he gets a bigger slice of a finite cake, someone else must have a smaller.

Yours sincerely,
BERNARD LEVIN, 10 Devonshire Place, W1, February 15.

Clause 28

From Lord Boyd-Carpenter
Sir, The Archbishop of York (February 12) in seeking to reply to Mr Selwyn Gummer, says that his speech in the House of Lords in support of the deletion of clause 28 of the Local Government Bill was "well received" by the House.

It would seem that he was misled by the House's halting courtesy. For in the result it voted by a substantial majority, to reject his argument and to retain the clause in the Bill. In so doing it understood better than his Grace that the clause was not "legislating against ideas" but simply inhibiting local authorities from "promoting" homosexuality at the public expense.

I am, Sir, your obedient servant,
BOYD-CARPENTER, House of Lords, February 12.

Sick as a parrot?

From Mr A. K. W. Atkinson
Sir, If birds risked seasickness (should it not be airsickness?) on swaying nut dispensers, as the Reverend Arthur Moss (February 8) suggests they might, they would be the tits, greenfinches and chaffinches on this sea-girt, wind-swept island. However, I can testify that our birds carry on feeding, come hell or high wind.

I have observed in recent years that the starling is taking over as a nut-pecker, crowding out the other habitués of our avian cafeteria. This may not be so much a matter for attention by politicians or the medical profession as it is for urgent reference to the Monopolies Commission or the anti-trust shop lobby.

Yours faithfully,
A. K. W. ATKINSON, 46 The Crofts, Castletown, Isle of Man, February 8.

Copyright Bill's crushing weight

From Lord Lloyd of Kilgerran, QC
Sir, When your Political Correspondent referred (February 13) to the Government putting down a mass of amendments on the Copyright Bill in the article, "Critics attack changes in Bill", normal people did not expect that the Government "Department of Enterprise", as it is now called, would lodge 35 pages with over 250 amendments affecting over 277 clauses in the Bill.

In other words, amending over one third of this massive Bill after seven days in Committee.

Its recent White Paper emphasises this department is to encourage "the enterprise, culture and efficiency and competitiveness in industry".

How can proper attention be given to such a jungle of amendments in the House of Lords in the three days so far allotted at such short notice? It is a Bill of great importance to a wide range of businesses and professions.

The Government are creating a paradise for lawyers at the expense of the UK economy.

Yours sincerely,
LLOYD OF KILGERAN, House of Lords, February 15.

ON THIS DAY

FEBRUARY 17 1912

The Mr Hammerstein referred to below in Oscar Hammerstein I (1896-1989), one of the most significant American opera impresarios of the late 19th and early 20th centuries. He was the grandfather of Oscar Hammerstein II (1898-1960), the librettist and lyricist, remembered for such famous shows as *Rose Marie*, *The Desert Song*, *Oklahoma* and *The Sound of Music*.

OPERA IN ENGLISH

Mr. Hammerstein's Plans.

Mr Oscar Hammerstein, having received sufficient support to encourage him to proceed with his project for a summer season of grand opera at the London Opera House, has now definitely decided to carry out this idea, and a programme will be issued in a few days.

The season, which is to last for three months, will open in the middle of April, and Mr Hammerstein has now under consideration a long list of new operas which he hopes to present. Early in the season will be representations of grand opera in English, and a start is to be made with Mr Josef Holbrooke's new opera, *The Children of Don*, for it is hoped during the season also to present in English *Die Meistersinger*, *Lohengrin* and *Tannhäuser*. For such a purpose *Die Meistersinger* would require rather severe cutting, but little difficulty is anticipated in this direction, and negotiations are in progress to secure the services of an eminent English conductor to take charge of those operas which are staged in English. Some of the more popular of the present season's productions are to be retained in repertoire.

For this season Mr Hammerstein will not charge prices, instead of the "theatre" prices at present prevailing. Some time ago a committee was organized to promote the welfare of the London Opera House, among those who have joined this body are the Duke of Argyll, the Duke of Norfolk, Lord Howard de Walden, Lord Harewood, Helen Lady Radnor, the Hon. Lady Fellowes, Sir Francis Laking, and Mr Ascher. Membership of this committee involves no financial obligation, but a satisfactory numerous body of guarantors has come forward.

The reduced or "theatre" prices have now been in operation at the London Opera House for a fortnight, and it is possible to obtain a fair indication of the success of the experiment. From the outset the popularity of the change, as far as the cheaper parts of the house were concerned, was unquestioned. The 500 gallery seats, and the 500 amphitheatre seats, which are now unreserved at the request of the patrons themselves, have been filled at every performance, but the experience with regard to the more expensive seats has been rather different. At first there was a decided "slump" in this direction, visitors apparently fearing that the quality of the productions might not be quite so good as formerly. This prejudice, however, has gradually been removed, and it is stated that the Opera House is at the present time paying its way — a state of affairs which justifies Mr Hammerstein in continuing the present season well into March. Experience has shown that with the cheaper prices *Faust* and *The Tales of Hoffmann* are the most popular operas in the repertoire.

THE ARTS

Knead to know

Questions, questions — those on television last night seemed to be about massaging figures. What is the role of massage in the health of the body? asked Iain Hoggie's suggestively colloquial health club comedy, *A Holly Healthy Glasgow* (BBC1). What is the role of the Bank of England in the health of the economy? asked *Inside the Bank of England* (ITV). Peter Hobbday's intriguing look at the rather more strait-laced comings and goings behind the stuffy exterior of the Old Lady of Threadneedle Street.

Of course, those financial masseurs behind the Bank's imposing doors are not misleadingly manipulating the figures so much as beneficially, in intention at least, massaging the effects of them. But figures there certainly

TELEVISION

were: strangely named figures, incomprehensible figures, comforting figures, worrying figures. All of them sounded strangely small because they lacked the six noughts that turned them into millions.

The differing numerical figures did not provide so bizarre a contrast, however, as the human ones. Many, of course, were beset and bespectacled, their pallid, drawn faces inviting the title of grey men, but there were also those colourfully resplendent in fancy dress, such as the porters fetching and carrying in 1694 livery.

Before the cameras were allowed in, the figures in the bank were, according to popular mythology at least, impressive in their anonymity. Seeing them, though, with their pencils and rubbers, ledgers and old-fashioned calculators (one almost expected an abacus) made them more endearingly human but did not render adamant one's faith in the financial system.

The Governor oozed the confidence of a public school cricket captain hero of old but, alas, play in the money markets is not always cricket. And his deputy, in a conversation with the Treasurer, rather pointedly described him as being "missing".

Most impressive of all was the unseen Hobbday — moonlighting from being the butt of jokes on *Today* about his figure. He both entertained and informed because he had a radio man's confidence in words to tell us things.

Language was also the great strength of Hoggie's play — though no doubt it was more than a wee too strong for some who could penetrate the Scots accent. But the fine writing could not prevent the message: parlour culture seems a bit passé now that we have moved on to condom culture. There was a John Gummer figure, though, boyish in admonition; but this one had a twist in his tale not to be found, I think, in that public pricker of gay pride.

Andrew Hislop

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David Robinson reports on the first of the 30 entries for the 1988 Berlin Film Festival

Britain the villain

BERLIN FILM FESTIVAL

Britain plays villain in an accomplished new Australian political thriller, *Ground Zero*, which opened the competition at the 38th Berlin Film Festival. The 1984 Royal Commission on British atom bomb tests in Australia and the Government's recent publicity for *Spavatcher* have evidently put British intelligence up with the KGB and CIA as the bad guys for films of political paranoia.

The hero (played by Colin Friels, who promises to be a new Mel Gibson) discovers that his cameraman father was murdered by the British when he filmed too much of the fall-out effects on Aboriginal communities. In his attempts to investigate the affair, he finds himself the target of British and Australian security as well as the American army.

The second feature by a young director, Michael Pattinson, it is a gripping and stylish thriller even when it strays somewhat to get in the obligatory action stuff. It is more fascinating for its view of the

Pommie civil servant: la-di-dah, superior and very economical with the truth.

September is a break in Woody Allen's run of winners. The publicity for the film makes play with its similarity to Chekhov's *The Seagull*, but it also looks very like a tribute to a film by Allen's hero Ingmar Bergman, *Autumn Sonata*.

In an idyllic summer cottage in Vermont, six intellectuals and artists are tormented by the complicated permutations of their love for each other, as well as by ghosts of the past. The trouble is that these garrulous people are the same types who have filled Allen's comedies; and their tortured dialogue too often sounds like parody.

The film is self-consciously good looking in muted browns and sepia; and Elaine Stritch, with a voice like a choked tractor, makes a good bid for Berlin's best actress prize, in the role of an egocentric old movie star.

The Berlin competition is oddly balanced this year. Out of 30 films, nine are American, four are German, and two are Soviet films made 20 years ago and only released by grace of glasnost. Britain contributes *Cry Freedom* and *Little Dorrit*.

Benign British influence is in evidence in two foreign language films already screened in the Berlin competition. Film Four International has collaborated with German television and Switzerland to make possible the first feature film by the inspired Czech artist Jan Svankmajer, *Alice*.

This is distinctly not Lewis Carroll for the kiddies: Svankmajer has explored the surreal elements of Alice's dreams, which are here peopled by animated skeletons of birds and reptiles, socks that turn into snakes and burrow through the woodwork and a White Rabbit who keeps bleeding his sawdust stuffing. Svankmajer's career includes work with the famous Laterna Magica Theatre of Prague; the shadow of Kafka looms.

The Argentinean entry, *The Debt*, opens with the exotic title "El British Film Institute Presenta". This is the first work of Miguel Pereira, a graduate of the London Film School. A bit slowed down by folklore and its own aestheticism, once into its stride it has a lot of style and irony.

The film tells the story of a village teacher who takes under his

wing an orphaned village boy. He broadens the child's horizons on the world and inspires a love of the sea — which ends in the lad going down on the Belgrano. The best parts of the film are those which show how the machinery of the military dictatorship was made to work even in so remote an area as the highlands of the Andes.

Berlin offers a preview of Oliver Stone's latest picture, *Wall Street*, due to open in London shortly. After El Salvador and Vietnam (*Platoon*), Stone turns to the battlefield of New York in the bull market of 1985.

Charlie Sheen is a brash and ambitious yuppie broker who eagerly ingratiate himself with the top tycoon (Michael Douglas). In the world of insider deals and executive suite crime, he quickly finds himself out of his depth.

The plot is the stuff of classic gangster thrillers, translated to computer-age Wall Street and with Eighties characters like Terence Stamp's newly knighted British high-finance and crook. If the film lacks the moral force of *Platoon*, it is because the material compensations of yuppiedom are considerably more seductive than Vietnam.



Quite an entrance: from *Alice*, first film by the Czech Jan Svankmajer

More than a gleam of promise

THEATRE

A Handful of Stars
Bush Theatre

Given the title and the further clue that the author, Billy Roche, is an Irishman, certain ideas about this play start forming even before it begins.

The stars are by tradition desirable yet they hold themselves aloof; over here in Ireland — Co Wexford, in this instance — sign how we may for the stars, we end up in the bog.

The preconceptions turn out to be just in the matter of the play's argument but not in its style. In his first play Roche eschews the poetic, his factory workers, chancers and hard-men, meeting in a seedy pool-room, speak the down-to-earth, gritty language of frustration and complaint with nary a fanciful phrase the whole evening.

But it is serviceable dramatic language and shrewdly varied with the speakers — the malicious Conway (Peter Caffrey) flicking poisoned words at the fellows he hopes to injure, or the tart comedy from Tony, the callow gooson (Aidin Murphy), that serves to diffuse tension.

The play's central character is Tony's friend, Jimmy Brady, a malcontent barred from the town cinema and most of the bars, whose decline into criminal violence is charted across half-a-dozen scenes. Contemptuous of the dishonesty around him, and



Fifties echo: Gary O'Brien (right) and Dervla Kirwan table a motion in an Irish snooker hall

yet a law-breaker, he is smoulderingly acted by Gary O'Brien, until the script gives out on him towards the end.

Even before this, the written character seems more at sea with himself than the author realizes. Jimmy traces his discontent to a time when his father laughingly denigrated him, but the episode is too peculiar to bind his frustrations convincingly into a sheaf. Said to be set in the present, the figure Jimmy actually resembles is one that

flourished 30 years ago — and both his name and the Fifties records support this view. He is the rebel without a cause, who in fact has causes in plenty but cannot articulate them.

Another sign that this is a first play is the spelling out of Tony's longing to be invited to play with the men at the full-sized snooker table. But Roche also has a nice sense for judging how little need be said to add distinctive facets to a character.

Jeremy Kingston

Low Level Panic
Royal Court
Theatre Upstairs

If you stay too long in the bath, your skin starts to go soggy and you lose body heat; ultimately, as our mothers once warned us, it can be fatal. Something similar may happen to plays, like this three-hander by Clare McIntyre, which stays too long in the bathroom. It is, I must say, a very splendid bathroom — splendidly accurate in Lucy Weller's design, subtly lit by Stephen Watson; a bathroom which we have all known, in some shared flat in our 20s.

Bathrooms are not places of gritty conflict, like kitchens; they are conducive to more or less solitary meditation. More specifically, here, they are places where women think about their bodies. The major issue which Clare McIntyre addresses is that women suffer because their bodies do not

belong to them: they belong to men who have turned them into objects of fantasy.

Jo lies soaking and fantasizing while Mary (Lorraine Branning) reads extracts from a cheap porn mag; Celia (a satin-gowned treat of a cameo by Elaine Hickmott) makes a brief appearance with advice on beautification. They represent three levels of female awareness of male fantasy: Mary is shocked and disturbed by the evidence that men seek only a blind gratification; Jo is possessed by the images of soft porn, dreaming of being made love to by lorry drivers; Celia concentrates on being a male fantasy.

It is a very good opening scene: the characters are effectively contrasted, and the dialogue is natural and amusing, as when Mary scolds moaning Jo: "If you were really fat, you wouldn't be able to cross your legs." The development, I feel, is less satisfactory. Mary becomes too much of an authorial

mouthpiece: her rather naive idealism is given a weight it has not truly earned. When the three go to a party, Mary is the only one who can see that she is dressed like a tart. "You don't look like a tart, you look... French," says Jo, dressed herself in a shiny pink mini skirt and black shawl.

Jo, in fact, both dreamy and rambling in Caroline Quentin's touching performance, is the more appealing character. She may be benighted, but she has a useful worldliness and a resilient sense of humour: "Oh there is always some bloke," she tells Mary having come back alone from the party, "someone who has split up with someone and wants to tell you about it all evening."

Clare McIntyre's writing is both skilful and truthful: sometimes it loses touch with her characters and becomes over-literary. Nancy Meckler directs with unfussy assurance.

Harry Eyres

Fast family of jazz blows in

JAZZ

Von and Chico
Freeman Quintet
Ronnie Scott's Club

Five years ago Columbia Records issued a tantalizing album, *Fathers and Sons*, designed as a showcase for the talents of two jazz dynasties, the Marsalis family and the Freemans.

At 65, saxophonist Von Freeman is still little-known outside his native Chicago. He was well into middle age before he had an opportunity to lead a band in New York, while his first LP as a leader, *Don't It Right Now* (produced by Rahsaan Roland Kirk), did not appear until 1972. To this

day he has recorded only a handful of albums under his own name. His son and fellow saxophonist Chico, one of the celebrated "Young Lions", has had a less arduous time.

A year ago he appeared at Frith Street with the exhilarating all-star band, The Leaders. Two members of that group — the pianist Kirk Lightsey and drummer Don Moye — are back with him again, with the young Blakey acolyte Lonnie Plaxico on bass.

The quintet's opening night suggested that they would repay a return visit once they have settled in to their residency. Von Freeman set the pace in his opening composition, a brash speed test which encouraged the kind of "grandstanding" normally heard in encores. Remarkably, he maintained the same level

of energy for the rest of the set, his baritone-like phrasing forming a contrast with his son's lighter, more elastic tone.

Freeman junior took charge on the next number, a mid-tempo blues of the kind that the band could probably play in its sleep. Rounding off his solo with what appeared to be a refrain of "Trane's Blues", Freeman set the stage for an elegant solo from Lightsey and some frenetic bowing from Plaxico.

The choice of ballad — "In A Sentimental Mood", once again — was a little unadventurous. But father and son closed as they started, adding an armour-plated sheen to Romberg and Hammerstein's "Softly, As In A Morning Sunrise".

Clive Davis

Brilliance in the ranks

CONCERT

ECO/Tate
Barbican Hall

In general terms only pianists, violinists and cellists have solo instrumental careers on an international scale.

If a wind player performs a concerto, he edges forward from the orchestral ranks, enjoys his moment of glory at the side of his beloved maestro, and then modestly shuffles back to fulfil humdrum ensemble duties for the rest of the evening. No champagne bucket and bevy of bountiful maidens waiting in the dressing-room for him, or at least not until after the concert.

Even so, it was startling to

see Frank Lloyd and William Bennett taking their places for Mozart's Symphony No 40, given the brilliant soloistic form each had displayed earlier in this all-Mozart programme.

Startling, but not unwelcome: a spell in the rank-and-file would do wonders for the humility of one or two "star" violinists around today; some of them might even find their intonation improving.

Lloyd's contribution, in the E flat Horn Concerto, K447, was especially fine. In its technical security and its almost brazen attack at the extremities it evoked Dennis Brain, but Lloyd's chief hallmarks are his noble tone and his suave legato delivery.

Bennett, playing the Flute Concerto in D, K314, takes a more poised, even cool view

of Mozart — the tongue precise and elegant, the colour and weight of each note varied with fastidious craft. His cadenzas particularly caught the ear: their grace-note leaps, of an octave and more, were delicious, albeit a shade reminiscent of some voluptuous 19th-century air and variations.

The English Chamber Orchestra, conducted by Jeffrey Tate, scrambled a little in the finales of both concertos, but played solidly enough in Symphonies 39 and 40. Tate can overplay his gravitas side in Mozart — No 39's finale should certainly have sparkled more wittily. But in No 40 Tate obtained playing which dug deeply into the darkening modulations.

Richard Morrison

Finding direction

Diane Langton, star of *The Rink*, the musical which opens tonight in London, talks to Sheridan Morley



Rink role: Langton as daughter coming to terms with mother

fact that television is really a bit of a doddle, compared to eight shows a week in the theatre. In the studios you never have to work Saturdays, you get all your evenings off, and sometimes after a day on *The Rag Trade*, with all the cast sitting around saying how exhausted they were, I used to go off to work in the theatre at night, thinking they didn't know how cushy their lives really were.

"Away from television I did most of the late-60s musicals, from *Hair* to *Superstar*, and then Victor Spinetti said I really should stop kicking my legs in the air and get some proper acting experience, so I went off to Joan Littlewood at Stratford East where they kept telling me to improvise and pretend that I was a fried egg."

"I got pretty bored with doing that, so I gatecrashed a Bob Fosse audition for *Pippin* and he took me on; and that was where I really started to learn about what American musicals were supposed to look and feel like. Hal Prince is quite different, much more of an actor's director, where Fosse was always a dancing man, and Michael Bennett was somewhere between the two."

"Then, about five years ago, Broadway musicals seemed to dry up over here, so with Annabel Leventon and Gaye Brown I formed an all-female pop group called Rock Bottom. We were just getting started when a television series called *Rock Follies* came along, that really did seem a bit too close to what we had created; so we took them to court and eventually won a £600,000 settlement, which made all of our lives rather different."

"I went raving mad and bought a boat and a Rolls Royce, but I did love them, at least until the police kept stopping me: not in the boat, you understand, but in the car for speeding. So the money didn't last all that well, though luckily I've hardly ever been out of work since."

"The only trouble is that this country doesn't seem able to make many musical stars, so you can do about 10 shows and they still don't really know who you are. In America Bob Fosse spent all of 20 years on the career of Gwen Verdon, and Michael Bennett did the same for Donna McKechnie: over here the most director will ever give you is about three weeks' rehearsal."

صوتيات الامل

FOCUS

on THETFORD

A SPECIAL REPORT

By David Thurlow

Success for the honeypot town

Thetford is like a sleeping beauty who fell asleep when the town was at its peak in medieval times and woke with the kiss of Prince Charming in the guise of London County Council, the forerunner of the Greater London Council, who brought back the old glories and splendour 900 years later.

Thirty years on, the idea of new town development, sending Londoners to deepest Norfolk, is a roaring success.

Post-war sleepy Thetford, an island in the middle of 70 square miles of forest, heathland, gorse and scrub, has become an industrial town so prosperous that it has been named as one of the six honeypot places in the country — towns with great potential — in a recent north-south report by Newcastle University.

It is merely history repeating itself. In the days after the Norman Conquest it was one of the six most important towns in Britain, standing at the hub of East Anglia with major trunk roads

which may spread to the Thetford side-line, and the boom in the Eastern Counties generally as the M11 stretches further out and the exodus from the cities continues.

The firms employ about 12,000 people, but there is a desperate shortage of skilled workers and small buses go out to surrounding towns to bring workers in. Unemployment is running at more than seven per cent, but it is considered that those without jobs have no skills. Frank Davidson, industrial development officer for Breckland district council, whose job it is to bring firms in, said: "We see the future as very rosy. The problems are not going to be finding firms who want to come here, but because we are embarrassingly short of land for those who do."

"But there are disadvantages and they are all due to the success of over-spill. We are negotiating with the Crown Estate Commissioners for a parcel of 100 acres by the new bypass which is to be built soon, to make more space."

More than 500 tenants have bought their own houses. The waiting list is 18 months for married couples, two or three years for single men and women, but the only accommodation for them is fewer than 100 one-bedroom flats.

Dick Wingate, the deputy chief planning officer, said: "This is because we are short of land and because of the restrictions on spending money in the housing fund from sales."

The second and third generations of Londoners are now mainly integrated. The show of affluence in a town, 84 miles from London, where house prices have risen more than 30 per cent in 18 months and are still escalating, can be seen in the three mile queue of cars coming into town on the main A11 road at 8 am.

All around history meets the new. The independent grammar school (there are two comprehensive as well) is 12th-century, there are houses like the medieval King's House where monarchs once played, a 15th century museum, ancient monuments, and three hotels with the oldest, the

Bell, dating back to the 15th century.

The town has a sports centre, a cottage hospital and plans are going ahead for the Charles Burrell Museum to house steam engines made by Burrell for more than a century until the firm went out of business in 1929.

The new museum is part of a tourist campaign with Thetford as its centre. More and more facilities are being provided in the countryside. An excellent holiday camp is opening five miles away next summer.

The future look of the town is being prepared in a new plan which comes out soon. It will set the scene for the 21st century, when the population will be more than 25,000 which the experts see as perfectly feasible.



John Manning

How the East Anglians lured Londoners — and employers

Letter that took a centre from backwater to boom

In January 1953 Ellis Clarke, the town clerk of Thetford Borough Council, wrote a letter to the London County Council that was to change Thetford from a decaying Norfolk backwater into the booming industrial town it is today.

It decline had started in 1929 when, after more than 100 years of international renown, Charles Burrell Ltd, who made steam engines which are still about in their dozens today, went out of business.

The 600 employees had to go out of town to find work or move away, and though the war brought some relief with troops and airmen with money to spend, the situation was no better in 1945. The town was so poor with just a moulding and a canning works employing mainly women, poor quality soil, isolation in the forest and an old penny rate

raising 280, and a total rate revenue of £25,000 from its 4,300 population, that something desperate had to be done.

A committee was set up but Thetford had nothing to offer industry. The council tried but was rejected by all it tried to impress.

Then in 1952 came the Town Development Act with its ideas of over-spill, sending the factories and their workers out of London into the country.

Mr. Clarke said: "It was our salvation but not without many setbacks. I told the council that we were never going to get anywhere trying to pull industry here on our own. We had no money, no financial resources and did not fit into the national pattern."

His letter brought a response. Norfolk county council backed the council and in April 1953 the LCC, NCC and Thetford Council met and it was agreed to put up a scheme to build 1,500 houses to bring 5,000 Londoners to the town and double the population.

Mr. Clarke said: "The LCC was reluctant to enter into the scheme. Our total rates collection was less than some of our big factories pay now. The LCC thought we did not have the financial resources. They also knew the difficulty in persuading firms to come to East Anglia which was regarded very much on a limb."

"We had to make the running. A vice chairman of the Town Development committee of the LCC, Mrs Evelyn Denington, now Dame Evelyn, used to tell the story later that we were so keen to expand that she remembered a meeting when Thetford was to be told that the scheme was off, when a past lady mayor said that we really had to do something because we wanted to buy a new district, and to do so we would have to put the rate up six old pennies in the pound."

"Unless we could get industry there was little chance of prosperity and people would leave town as they did when Burrells closed. We managed to persuade them that we were keen, but the government put our scheme into cold storage for 18 months. But with pressure from the LCC and as we signed a formal agreement in the Guildhall in 1957.

"The first houses, just 28, were opened in May 1959 by the housing minister, Henry Brooke, and the first factory to come was from Willesden."

"The next firm came from Northampton — and is still here — because no more Londoners were prepared to make the move until other firms were established." Some companies went back, but the council persevered and in 1961 the big ones arrived — Danepak, Jeyes, Thermos and Travenol (now Baxter Healthcare). They are still here and booming, and the council started building 250 houses a year and large factories.

Mr. Clarke said: "People say it has ruined the character of Thetford and I agree with them. But what was the character? It was a decaying town with no commercial life or future. There were derelict



Former town clerk Ellis Clarke: Thetford had to show the way



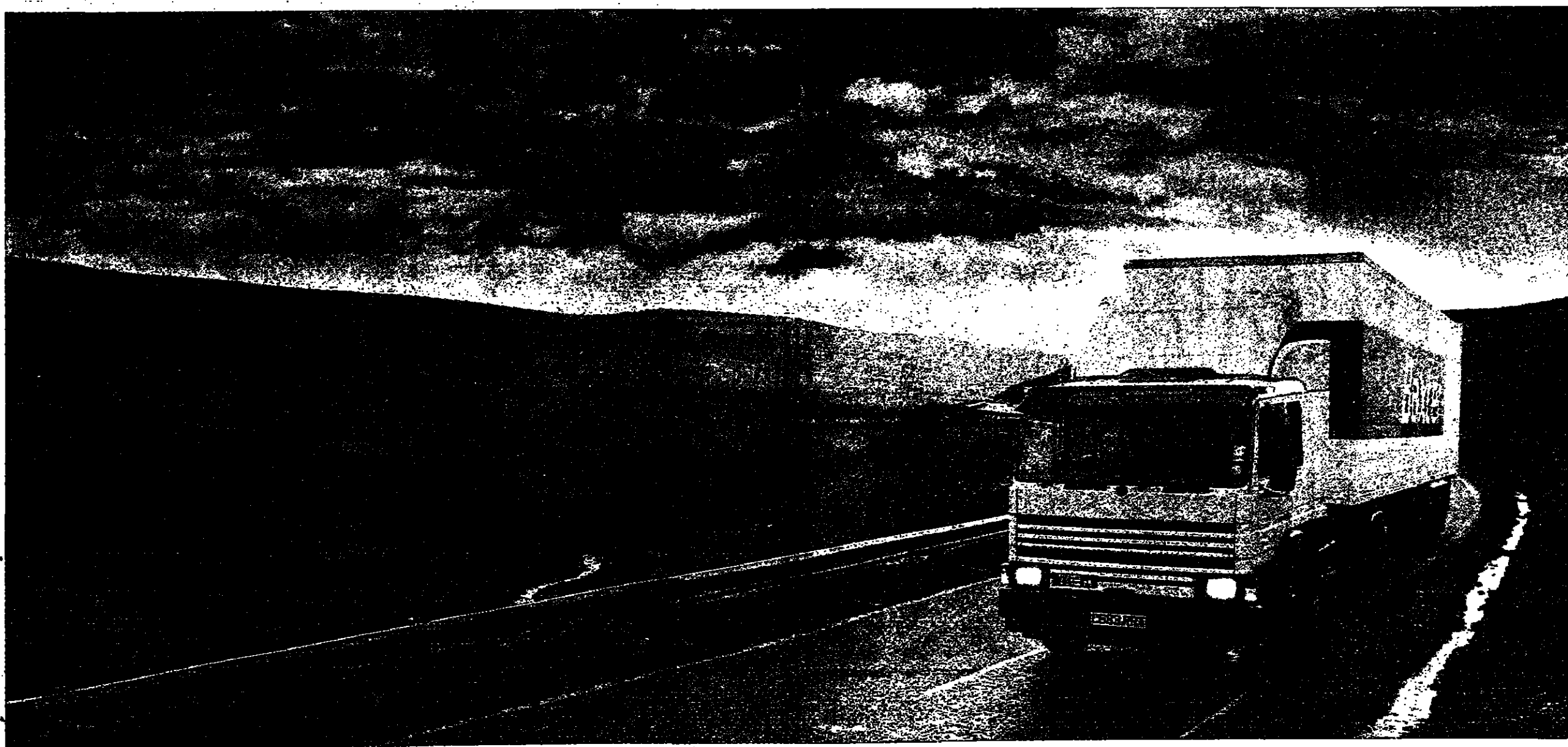
Old aspects of a go-ahead town: St Peter's church and the Bell Hotel, a remnant from centuries ago, and, top, Thetford's memorial to Thomas Paine, the revolutionary famous in three lands

sites in the middle of the town where old family businesses had closed down. Men used to stand at the corner waiting for transport to take them out of town to work.

"Now there is a long morning queue on the same road with cars going to work," he said.

Mr. Clarke became the last freeman of the borough and was made an MBE for his work on over-spill.

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THETFORD/2

FOCUS



Genesis of an East Anglian town: above, rural charm of a Sleepy Hollow; centre, redesign wins a commendation for its townscape and use of concrete, and right, more changes have led to today's layout

From Boudicca to Paine, local pride has plenty to celebrate

A history of greatness

Thetford came into being centuries ago because the ford over the Little Ouse and Thet at what is now the town centre was a vital crossing point for first Neolithic man, then the Romans, the Saxons, the Danes, Queen Boudicca and the Normans.

It was the crossing for the Icknield Way, Britain's oldest trading route. The Romans came and went, leaving behind an unexpected legacy, the Thetford treasure, a collection of silver and gold from a jeweller's shop, one of the greatest finds of its kind.

For a time Thetford was the capital of East Anglia, headquarters for Queen Boudicca. It was sacked twice by the Danes but came back as one of the six most important towns in the country, a cathedral city, packed with churches, the Bishopric of East Anglia with four hospitals, an assize court, a nunnery, priory, friary, its own mint and, for a time, a population nearly double that of its neighbour, Norwich.

Even when the Bishopric went to Norwich soon after the Norman Conquest, Thetford was a major town. It had a magnificent Norman Castle towering over Icknield Way whose ruins are still there. The first mayor was made in 1272 but the post had been created

nearby 80 years before it to become the third oldest in the land.

In time it began to lose its grandeur but not its fine buildings. Some erected in the 15th and 16th century still stand: the Bell Hotel, the 15th century museum and the King's House where Elizabeth I, Henry I and James I all stayed.

King James used it as a hunting lodge and was threatened by a local landowner with a trespass action for riding over his corn on his way to hunt and shoot.

The house is now used by both the Town and Breckland

district council as offices, and its gardens with part tennis courts and bowling greens are used often by townspeople.

At the front of the house is a statue to the town's most famous son, Thomas Paine, who was born in 1737 in a house which is now part of a hotel car park.

He wrote *The Rights of Man*, had a part in coining the name United States of America, the writing of the Declara-

tion of Independence and more than a finger in both the American and French revolutions, indeed being the only man to plead for the life of King Louis. Paine's works and reputation remain controversial even now.

But it was more than 200 years before he was born that Thetford went into one of her sleeps. It became just a coaching town, a stopover after 80 miles on the long haul down the road which is now the A11 from London to Norwich.

It was famous for just one

thing: the traction engines of Charles Burrell, which had a world-wide reputation. But after 162 years, in 1929, having failed to adapt to a changing world, the firm went out of business and those who wanted work had to go elsewhere to find it, a difficult thing in the times of depression from an isolated town in an unexploited area.

The army came during the war and are still there with their training area on the Stan-

ford battleground — where much of *Dad's Army* was filmed — but they have their own barracks out in the forest.

Only what is now Thetford Moulded Products remains from the pre-war days. The firm is more than 100 years old and specialized in patent pulp goods, heat resistant for-runners of plastic.

When pulp became obsolete in the 1950s the firm switched to concentrate on its top sellers, motor cycle, safety and mining helmets and commercial trays. It has a £5 million turnover and employs 180 people.

After the war Thetford had a population of 4,500, about the same as it was in Norman days. It was a small town like many small towns in Britain and with little future in sight. Then out of the sky came the London County Council, acting as the agent for the Town Development Act, to put Thetford back on the map.

In the historic Guildhall it was agreed that the town should take 10,000 Londoners and their firms, the council sweeping aside London suggestions that they might not be big enough to cope.

The seal of the agreement was the kiss that started life again and brought back its self-respect and significance.

They did not plan housing for them and the babies who have grown into adults and now want homes. Some families brought their old relatives with them when they first arrived. Now the young need

ments really worked. Encouragement was given to new enterprise and ideas. Consequently there has been an inner dynamic in the town which has enabled it to overcome problems which arose when it lost its independent borough status in 1974 and became part of a large rural district council, and when its unemployment rate rose rapidly, increasing from full employment to 14 per cent, along with the rest of the country in the 1980s.

"I have found in my 18 years in the town that it has always been an energetic, confident place where there is a pioneering spirit and a willing-

ness to accept changes. It has never been a place for the weak or down-hearted or the lazy. Old Thetfordians and newcomers have had to adapt to each other and sometimes sparks have flown.

"It was bound to happen. The town seems full of young people, the second generation of those who moved from London.

"There are real questions about their future: what kind of work there is, is there enough housing, whether rented or private? Thirty eight to 40 per cent are young. They need housing and work or they will move away from the town. Thetford is a very isolated town. There is no larger neighbour to protect it. It sinks or swims on its own.

"Never mind, there is momentum. The town is ideally situated geographically as the

hub of East Anglia. The road improvements that have been made, and are planned, will merely help its prospects. The air is clean and the forest is all around.

"As industrial chaplain concerned to help people to live a full life, materially as well as physically, I think Thetford has much to commend it. It needs to grasp the future hopefully.

"Over-spill has turned out better than the pessimists and I was one of them — thought. People who moved here, by and large, energetic ones looking for better prospects."

Not everyone sees the town quite so rosy and one is John Garwood, Norfolk County Council southern area Youth and Community Service officer.

He agrees that the town has a lot of potential but thinks it is still searching for an identity with its large young population — around 45 per cent are 25 and under — who are not

the Guildhall, where the historic decision was taken to revive the area with an influx of 10,000 Londoners

Another is Ken Clarke, chairman of the Chamber of Commerce, which has more than 80 members. He said: "I think the council plays politics when what they ought to be doing is to see what is good for the town and the people of Thetford."

He said the chamber was waiting for the new town plan to come out, but everyone agreed on two things: the town needs another large supermarket to balance one that has recently arrived and taken shopping to just one end of town, and that a 30 sq metre prime site that has become vacant in the town centre should not be developed as four shops and 36 small flats, a scheme which is before the planners.

And Thetford born-and-bred schoolmaster, Independent councillor and former mayor Terry Lamb has no doubts that over-spill was contrived, artificial, and has become a takeover by Londoners which has transformed everything to the mediocre.

He said: "Just look at the estates. They look awful. Everything has been done in the worst possible way to get numbers here."

But Town Clerk Tony Hughes said: "The town is about optimum size and really requires nothing more than to evolve naturally. There is one problem that worries us a little and that is the number of people who are coming to retire here. We are not sure we have the facilities for them not the housing."

Debate about the Londoner experiment still goes on

The Mayor of Thetford, Freda Wilkes, sees the future as golden and thinks the tag "honeypot" a very fair description. She is a Londoner from Muswell Hill who took up the challenge with her husband Harry when they were in their fifties. They have never regretted it.

Now Mrs Wilkes presides over a politically charged town council (the old borough council disappeared in local government reconstruction in 1974), with eight Tories, six Labour, one Independent and one Liberal. Hers is the casting vote.

She thinks mistakes were made initially when creating the new town, such as the building of four Greater London Council housing estates with their own shops and community centres, with the town centre in the middle, which slowed integration.

Such as having the industrial estates straddling the A11 main road, thus splitting the town into four. The separate estates caused other snags, primarily that some Londoners did not like it and some of the locals did not like them.

About 10 per cent went back. Now there are second and third generations Londoners living in the area.

The rapid growth of population revealed the development of situations that were not foreseen. The LCC, and later the GLC, did not take into account the fact that people grew old.

They did not plan housing for them and the babies who have grown into adults and now want homes. Some families brought their old relatives with them when they first arrived. Now the young need

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FOCUS

THETFORD/3



John Home, managing director of the town's oldest industrial company: Despite rising costs prospects seem good

Two views from two men at the top

John Burgess and John Home represent both ends of the scale of modern Thetford. John Burgess, at 59 general manager of Lee Colortran, one of the world's leading manufacturers of lighting for TV, film and theatre, arrived as a senior draughtsman with a company from north London in 1964, attracted by the opportunities.

John Home, aged 40 and managing director of Thetford Moulded Products, the oldest industrial company in the town, arrived nine months ago from another historical East Anglian town, Colchester.

They see Thetford through different eyes. John Burgess, who has seen his company change hands several times, until now it is a part of a large British-owned combine, said: "I was an evacuee during the war, going from south London to Cornwall, and I quite liked the life down there. When the chance

to move here came I said Yes. I was a Londoner born and bred but I was young with a family.

"We all came here to the country and very few went back. Most of those who came are still here or have only moved to take other jobs. I have never wanted to go back. The way of life suits me and my family.

"The attraction, I suppose, is being in the country, the quality of life, a healthy life with a slower pace and no hassle in travelling to and from work, doing a day's work and having something left in your pocket at the end of the week.

"The cheaper accommodation attracts people and the standard of life in London is no better. When I first came here accommodation was so much cheaper and easier to buy than in London. It is still much cheaper.

"The company and I are only too happy to stay here. The place gives the

impression of being forward-looking. Problems like vandalism and hooliganism are being tackled. There is a move towards further improvement in the area. We are paying a lot more attention to the training of youngsters at our firm. Nine or 10 are being trained at the moment out of a staff of 106.

"The new town has taken time to settle and sometimes it has been slow but it has been a success and the future is good."

The other John, John Home, is not so sure about the rising costs and the skilled staff of the future. He said: "Property prices are soaring. The advantages of 10 years ago have disappeared and the channels of communication, like the road improvements, could be to our disadvantage.

"There is a shortage of labour and because of that it pushes up the rate

for the job. I have a very loyal and long-serving staff among my 180 employees. Our prospects are good but key managers and personnel are coming up for retirement and I have to replace them by paying people one and a half times the rate they have been earning.

"The problem is finding these people to bring them into an area which was cheap but is no longer.

"Unemployment is low among those with basic skills. Everyone is spreading the net further, 15, 20 miles away, to find an ordinary worker.

"For skilled people to work an injection-moulding machine you have to pay the national rate. The job is the same as in a big city. You need exactly the same skills, and at the bottom end there is a shortage too. To get someone to tidy the site is almost impossible."



John Burgess: general manager of one of the world's leading makers of theatrical-production lighting

Bringing in the bacon

Eastfood Danepak are the biggest employers in Thetford and were one of the first to come to the town under the new industrial scheme. They employ 1,130 and have used up all their site of 8½ acres. Now they are looking to expand, like many of the other companies that came to Thetford under the scheme, including manufacturers whose goods range from plastics to double-glazing.

Commercial and marketing general manager Tony Bibby said that the company moved from Selby, Yorkshire, in 1965 because they saw that the supermarkets were concentrating in the South.

There was another good reason: Thetford was in an ideal position for the ports at Harwich and Felixstowe, through which their Danish bacon would come.

The industrial development in a new area, the siting and the marketing factors, were discussed and accepted.

Mr Bibby said: "It has been a resounding success. We get our products to our markets from here far better than from a city."

It is a developing part of the world and the communications are improving all the time. We are quite satisfied."

Their work-force, of whom 300 are part-time and the majority women, come from the town and also from neighbouring towns 15 miles away, split by miles of forest and heathland.

Built-in problems of house-price rises

The boom has brought rising house prices, by Norfolk standards. Prices rose by 30 per cent last year and as more and more people want to live in the town, including those wishing to retire there, the forecast for this year is a further 25 per cent.

But by comparison with the South-east and near neighbours Ipswich and Norwich — 30-mile proximity in East Anglia makes you a near neighbour — it is still an inexpensive place to live.

A good, detached three-bedroom house in Thetford town-centre has gone up by £20,000 in a year but is still only £55,000. A "semi" on one of the council estates is £45,000 and retirement homes run at £45,000 for two bedrooms.

The problem comes for first-time buyers and the young. Rented accommodation is snapped up by American servicemen from two nearby bases whose aircraft have zoomed over the town for more than 40 years. The young need £40,000 just to step on the housing ladder for a two-bedroom house even in Thetford.

There is room neither in the surrounding villages, tucked into the forest, nor in the brickland among the ghosts of

neolithic man. Houses are in great demand there, none more so than property with land.

The prices bring buyers like bees to pollen when £140,000 can buy a two-bedroom luxury bungalow with more than three acres, and for £25,000 more, a house with stables and two and a half acres, or a cottage with 20 acres for only £135,000.

Even with 77 acres in Thetford zoned for private housing development, and sites for 640 houses already given planning permission, the outlook for the young is bleak.

Philip Stocks, local manager for one of the leading estate agents, said: "Though the prices for first-time buyers have risen dramatically, they are still lower than elsewhere. It is difficult for them because the town is so attractive to buyers."

"Why? There is a new attitude to East Anglia by investors. It is attractive to industry and people like to come and live or retire to an ideal place like this."

Looking back: in 1959 a three-bedroom detached house cost £3,500. In 1969 it was £5,400. Ten years later it was £20,600 and now it is £70,000 plus.



Families enjoy the facilities of Thetford but the town's success has inevitably brought rising property prices

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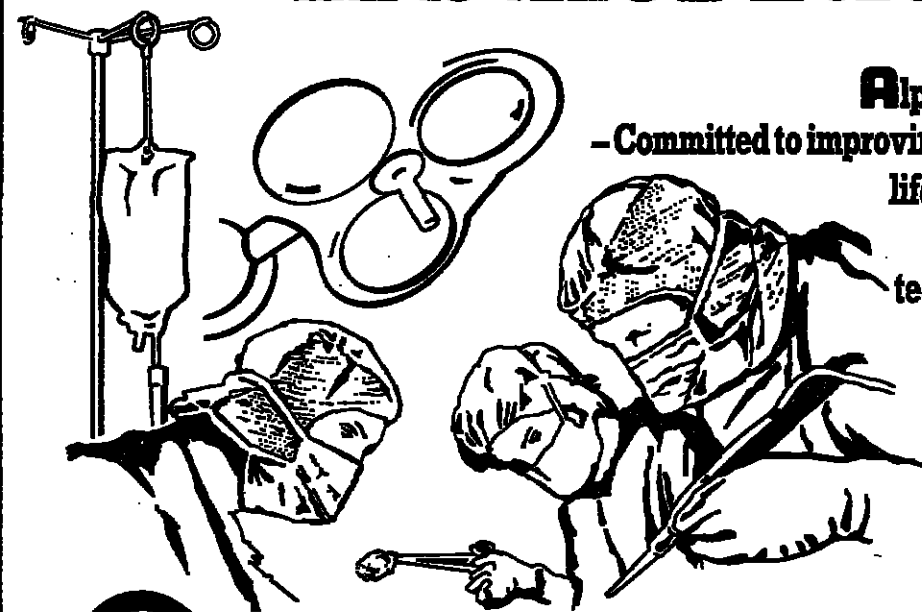
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Hughes Watton

Solicitors

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TM

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Salary: £10,000 pa.
No Agencies
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Security talks on Kinnock visit

From Philip Webster
Amman

Mr Neil Kinnock was involved in urgent security consultations through the Foreign Office last night over his visit today to the trouble-torn West Bank.

He was facing an acute political dilemma as he, his wife and staff, and a steadily growing press entourage, prepared to cross the Allenby Bridge from Jordan into the occupied territories.

Mr Kinnock said last night that he would be receiving up-to-date guidance this morning because events were moving so swiftly.

He disclosed that he hoped to go to Nablus in the West Bank, the scene of some of the most serious disorders and where several people have been killed.

He said: "That is my aim but I want up-to-date advice. Patently we do not want to add in any way to any security problem." He added, however, that there was no possibility that the West Bank visit would not go ahead.

Mr Kinnock, clearly moved by his visit yesterday to the Beqaa Palestinian refugee camp, north of Amman, is anxious that his trip to the West Bank and Gaza could become a flashpoint for violence.

He wants to get as close as possible to the Palestinians involved in the uprising and to hear their views. But he is equally aware that the presence of the television cameras could trigger trouble at a time of mounting political tension. Some 56 Palestinians have died so far in the uprising.

Last night Mr Kinnock's staff were engaged in talks through the Foreign Office in London with Mr Ivan Callan, the British Consul General in Jerusalem. The Labour leader is to follow Mr Callan's guidance on where it is safe for him to travel, but it is accepted that all risks cannot be removed.

Mr Kinnock was grim-faced as he saw the conditions experienced by refugees in the 20-year-old Beqaa camp, Jordan's largest with a population of some 64,000.

He said that "there is an awful feeling of pessimism to see these people, some of whom have been here for 21 years, in desperate need. Unless and until the problems of the West Bank and Gaza are solved it can only get worse with more and more people living like this."

Mr Kinnock had talks yesterday, in the absence of King Hussein, with the Crown Prince, Hassan, Mr Zaid al-Rifa'i, the Prime Minister, and other ministers.

The Crown Prince said that the uprising in the occupied territories could represent a breakthrough if it led to a revival of understanding of the legitimate desire of the Palestinians for freedom.

● **TV-am ban:** The TV-am company remains banned from Mr Kinnock's press party, despite suggestions to the contrary yesterday.

Crisis overshadows Belfast talks



Mr Ray Burke (left) and Mr Gerry Collins (second from left) arrived at Stormont by helicopter from Dublin for talks with the Northern Ireland Secretary, Mr Tom King (right) and the Minister of State, Mr John Stanley (second from right).

Continued from page 1

undercover operations inside the Irish border and the release of the Birmingham six.

A brief communique said that Mr King gave considered replies on behalf of the British Government to the views and proposals put forward by the Irish side on February 2.

Mr Haughey will make a statement today to the Dail, the business of which will be exclusively devoted to Anglo-Irish relations.

At yesterday's long and tough session, Mr Gerry Collins, the public's Justice Minister, put forward the strong opposition of the Irish Government to making the Prevention of Terrorism Act permanent.

British ministers were making last-ditch efforts last night to dissuade Mr Haughey from announcing today an indefinite ban of cross-border policy co-ordination between the Royal Ulster Constabulary and the Garda.

On his arrival at the talks, Mr Gerry Collins, the Irish Republic's Justice Minister, said that the question of making the Prevention of Terrorism Act permanent was a matter on which the Irish Government had very strong views which he would put to Mr King. Mr King told reporters that the information which had come out so far was not accurate and he was anxious to give the Irish government accurate information.

Since the announcement by the Attorney General that there would be no prosecutions in relation to the Stalker/Sampson inquiry into the RUC, Mr Haughey has vetoed meetings between Sir John Hermon, the RUC Chief Constable, and Mr Eamonn Doherty, the Garda commissioner.

Day to day contact is still maintained between the two police forces at all levels on operational anti-terrorist measures.

Mr Haughey has made it clear that he cannot endorse policy exchanges between the chiefs of police so long as the British Government refuses to prosecute RUC officers implicated in the Stalker report.



Labour attacks £1.4bn job training scheme

By Robin Oakley, Political Editor

Labour MPs yesterday attacked the Government's new plans for training as inadequate, underfunded and leading inevitably to compulsion, calling them "a campaign without cash".

After Mr Norman Fowler, the Secretary of State for Employment, had outlined the £1.4 billion scheme for the training of some 600,000 people a year by agents appointed by the Manpower Services Commission, Mr Michael Meacher, Labour's chief spokesman, complained that no extra funds were being allocated. He said that the Government could not hope to increase the number on schemes by 50 per cent and enhance the quality of training on the same budget as that for the schemes being replaced.

Mr Meacher countered Mr Fowler's claim that trainees would receive £10-£12 a week

above their previous benefit entitlement plus help with travelling costs, saying that they would get only £5 because they would have to pay the first £5 expenses themselves.

He predicted that the Government would move to compulsory training and challenged Mr Fowler to pledge that he would not use — at least in this parliament — the powers he had taken in the Employment Bill to withdraw benefit from those refusing to enrol on suitable training schemes. Mr Fowler insisted that the new scheme would be voluntary.

● **More in work:** The number of people in work has risen by more than 1.5 million since 1983, new figures released yesterday by the Department of Employment showed (David Smith, Economics Correspondent, writes).

White Paper, page 5

Howe finds new warmth

Continued from page 1

Mr Gorbachov and the Foreign Minister, Mr Edward Shevardnadze, had provided evidence that "the significant improvement in relations between Britain and the Soviet Union has been maintained".

Both sides emphasized that the new strength of relations between Moscow and London had been partially demonstrated by the candour with which Sir Geoffrey and his opposite numbers had been able to discuss differences on issues such as arms control, and human rights.

A Tass account, which confirmed that there had been sharp exchanges on the human rights issue, quoted Mr Gorbachov as saying in conclusion: "We are interested in continuing dialogue with Britain. We appreciate very much the candid, straightforward and energetic discussions with Mrs Thatcher and hope for broader constructive co-operation on

the major issues of international significance."

Sir Geoffrey, who set himself the ambitious target of trying to pinpoint concrete changes in Soviet foreign policy resulting from the Kremlin's "new thinking", explained at some length to the Soviet leader why so many people in the West were still in fear of the Russian bear. According to British officials, Mr Gorbachov informed him reassuringly: "There are no bears left here now."

Sir Geoffrey had earlier hosted a controversial breakfast at the British Embassy for leading Soviet human rights activists. The Foreign Secretary also told Mr Gorbachov that Britain was not yet prepared to accept Moscow's invitation to attend an international human rights conference in the Soviet capital.

Mr Gorbachov responded with a sharp attack on what he claimed was Britain's policy of holding political prisoners in

Northern Ireland. The same topic had been raised by Mr Shevardnadze.

On Afghanistan, Sir Geoffrey said he now accepted that the Kremlin was sincere in its intentions. "I have grown to believe that the Soviet Union has a genuine disposition to withdraw its troops," he said.

Despite the differences, Sir Geoffrey, who left last night for the Ukrainian capital of Kiev said before leaving: "I have no doubt from my meeting today with Mr Gorbachov that he remains determined to refresh those parts of the Soviet system that other reformers have failed to reach. There are challenges in this but the opportunities are even greater."

● **Visa refused:** One of four Soviet Jews who met Sir Geoffrey in Moscow yesterday was told later that she and her husband and daughter had been refused permission to leave the Soviet Union (Andrew McEwen writes).

Commons sketch

Absolute rubbish from every side

"The Honourable Gentleman," declared Mr Kenneth Baker, fresh from meeting The Queen's English Society, "is absolutely talking rubbish." Mr Baker's surprise at hearing a fellow MP absolutely talking rubbish seemed surprising, especially since the Commons Agricultural Policy had been discussed at such length only the day before.

Mr Christopher Gill (Cons, Ludlow) set the tone of the day by asking the Prime Minister what she thought of converting cereals into pig meat. Appropriately, the very next question came from Mr Roy Hattersley, a piece of Puffa-Puffa Rice endlessly hoping to become the Main Course. "Does she still insist that the wishes of parents must be paramount?" he spluttered, his lower lip jutting out in indignation as he switched the Labour attack from National Health to Education.

Mrs Thatcher, it emerged, was all for the wishes of parents. Well, said Mr Hattersley, if a majority of parents wish to continue with the ILEA, will Government policy be altered? It cannot be denied that, when Mr Hattersley stands in for Mr Kinnock, his questions are rather cleverer than those of his leader. Alas for Mr Hattersley, it makes little difference to the Prime Minister whether or not she is asked a clever question. The cleverer the question, the less likely it is that she will even acknowledge having heard it.

The Government's policy had been generally welcomed, replied Mrs Thatcher, and an orderly run-down of the ILEA was the wisest course. Small wonder that Mr Kinnock has been reduced to an inventory of hoarse similes when he takes to his feet: if the Prime Minister were to be asked by a passer-by whether the road they were on led anywhere, she would simply reply that yes, this was indeed a well-made road, and all local inhabitants were more than satisfied with it.

So, said Mr Hattersley, if her reply meant anything, it meant that parent power must be respected only if it agreed with Conservative policy. Once again, old clevericks found that he had thrust his rapier into the brick wall.

"Nonsense!" replied Mrs Thatcher. "The Right Honourable Gentleman disagrees with our policy — and that's why he lost!" It was as if actors from two different plays — one a routine courtroom drama of the 1930s, the other a Widow Twankey monologue — had found themselves having to gibber on the same stage.

His questions exhausted, Mr Hattersley replaced his bottom on the front bench and resumed chatting with colleagues. At the other end of the Chamber, Messrs Heseltine and Tebbit, standing together at the Bar, whispered softly into each other's ears. They have been more or less permanently in this position for over a month now, plotting and joshing and nudging and cooing while the rest of the House carries on with its normal routines. What can they be up to?

They resemble two fidgity executives dreamily discussing setting up an attractive little wine bar somewhere in the country together, but perhaps their plans are not quite that definite. Observers suggest that, no matter how intent their expressions, it is rather more likely that they are, in Mr Baker's choice phrase, absolutely talking rubbish.

Mr John Stokes (Cons) asked the Prime Minister whether she was aware of the "widespread satisfaction" her meeting with the bishops had caused. This was the sort of question the Prime Minister is more than willing to answer. Yes, she had, and "all societies have to have rules and standards by which to live."

Mr Dennis Skinner raised the case of a 79 year old blind pensioner who had been tricked out of her back pay. "Isn't it about time this Government got rid of the sinister streak that enables them to rob blind pensioners?" he yelled. Mrs Thatcher felt that his question lacked courtesy. If he wished to raise the case of one out of ten million pensioners, he should have given warning.

Mr Skinner disconcerted! From the superior grin on Mr Skinner's face, it was apparent that he thought greater rubbish could not be talked absolutely.

Craig Brown

UK's Waldheim file

Continued from page 1

Mr Rhodes James, who suspects a British cover-up, welcomed the fresh inquiry.

He wants to know why the Foreign Office files were destroyed in 1978, and wants her to seek access to US copies of the records.

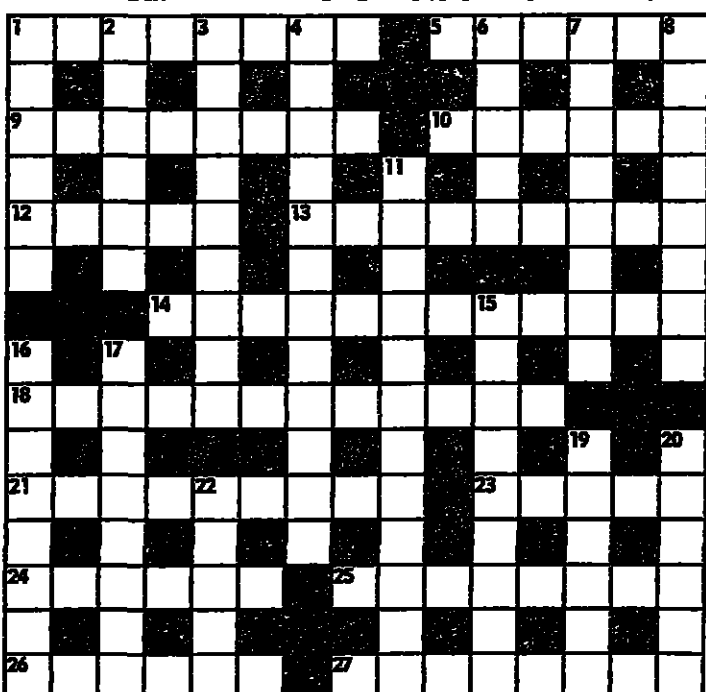
The six commandos — Sub-Lieutenant Allan Tucker, Private Ray Jones, Captain Bluet, Captain Hamilton, Private Davies and Private Bennett — were captured whilst on reconnaissance off the Aegean island of Attika on April 7, 1944. They were interrogated at Arsakli, near Salonika, the intelligence headquarters for Army Group "E" where Dr

Waldheim was an intelligence officer. They were later executed.

● **Search for survivor:** The 1986 Ministry of Defence investigation examined the records of nine British commandos whose deaths were alleged to have been linked with the headquarters of German Army Group "E". The records of four other commandos, one of whom was supposed to have survived the war, could not be traced (Michael Evans writes).

The six named in the Commons yesterday were included in the investigation. The Ministry of Defence is now expected to try and find the sole survivor.

THE TIMES CROSSWORD PUZZLE NO 17,594



- ACROSS**
- Only one T in title — that's old-fashioned (8).
 - Chap about to acquire wound (6).
 - Go to the roadside for this garment (8).
 - Opening strike grips a country (6).
 - More than one president gave woman a title (5).
 - A good hand from the largest possible audience (4,5).
 - To sing small note, little Tom must be surrounded by liquor and food (3,6,3).
 - Con-con-confine (4,8).
 - Arrangement between two people which later both may change (9).
 - Gin knocked back in a short time by bridge player (5).
 - Outside broadcast extended out of square (6).
 - I got upset with profane opera (8).
 - Some of the keenest edges are one inside another (6).
 - Junk counter is inside (8).

- DOWN**
- One bereft of real parents has almost no origins (6).
 - Having run into a man, learner drivers show deference (6).
 - Hurry up and catch shark damaged in 23 (4,5).
 - What you will number when it's dark (7,5).
 - Consider carefully, in a manner of speaking (5).
 - Bid to avoid verbal rough play (2,6).
 - Untidy she-devil, very untidy (8).
 - Marks ... of ship made by pump (4).
 - W ... have a lazy ... (3,2,4).
 - Bob turns out to be pigheaded (8).
 - Game runner leads race supported by the French (8).
 - Able to take in water, or soup, possibly (6).
 - Lower note held by churchman (6).
 - Weight it's said you put on at one time (5).

WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

By Philip Howard

INTERBANG
a. Intermediate nuclear explosion
b. A hair style
c. A punctuation mark

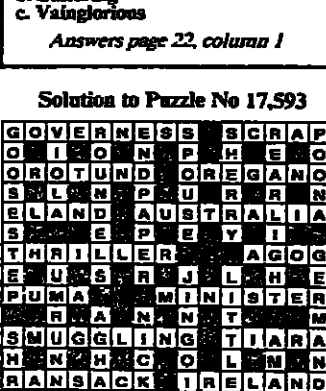
FAAUW
a. A bird
b. Fermented coconut juice
c. An exclamation of distaste

ESTIVATE
a. A sulphur compound
b. To spend the summer
c. Greek ceremonial kilt

BELLEROPHONIC
a. Deadly
b. Suffering
c. Valangorous

Answers page 22, column 1

Solution to Puzzle No 17,593



WEATHER

All areas will have a dry day, the best of the sunshine being found in southern and eastern areas where there is shelter from the north-west wind. Northern and western parts will have rather more cloud, but even so there will be good sunny spells from time to time. Temperatures everywhere will be similar to yesterday after a rather chilly start. Outlook: continuing dry in most areas with a little rain in far north.

ABROAD

Location	Temp	Wind	Cloud
Algeria	14-17	SE	1-3
Alexandria	17-23	SE	1-3
Amman	14-17	SE	1-3
Baghdad	14-17	SE	1-3
Bahrain	21-28	SE	1-3
Bangkok	24-31	SE	1-3
Beirut	14-17	SE	1-3
Bombay	24-31	SE	1-3
Buenos Aires	14-17	SE	1-3
Calcutta	24-31	SE	1-3
Cairo	14-17	SE	1-3
Cebu	24-31	SE	1-3
Colon	24-31	SE	1-3
Cyprus	14-17	SE	1-3
Dhaka	24-31	SE	1-3
Dubai	14-17	SE	1-3
Durham	14-17	SE	1-3
Frankfurt	14-17	SE	1-3
Geneva	14-17	SE	1-3
Hong Kong	24-31	SE	1-3
London	14-17	SE	1-3
Los Angeles	14-17	SE	1-3
Lyons	14-17	SE	1-3
Madrid	14-17	SE	1-3
Moscow	14-17	SE	1-3
Mumbai	24-31	SE	1-3
Nairobi	14-17	SE	1-3
Paris	14-17	SE	1-3
Rangoon	24-31	SE	1-3
Rome	14-17	SE	1-3
Singapore	24-31	SE	1-3
Sofia	14-17	SE	1-3
Taipei	24-31	SE	1-3
Tokyo	14-17	SE	1-3
Yokohama	14-17	SE	1-3

AROUND BRITAIN

Location	Temp	Wind	Cloud
Scarbrough	14-17	SE	1-3
Cardiff	14-17	SE	1-3
Edinburgh	14-17	SE	1-3
Exeter	14-17	SE	1-3
Gloucester	14-17	SE	1-3
Leeds	14-17	SE	1-3
Liverpool	14-17	SE	1-3
Manchester	14-17	SE	1-3
Newcastle	14-17	SE	1-3
Nottingham	14-17	SE	1-3
Sheffield	14-17	SE	1-3
Southampton	14-17	SE	1-3
Stoke	14-17	SE	1-3
Swansea	14-17	SE	1-3
Torquay	14-17	SE	1-3
Walsley	14-17	SE	1-3
Wolverhampton	14-17	SE	1-3
Wrexham	14-17	SE	1-3

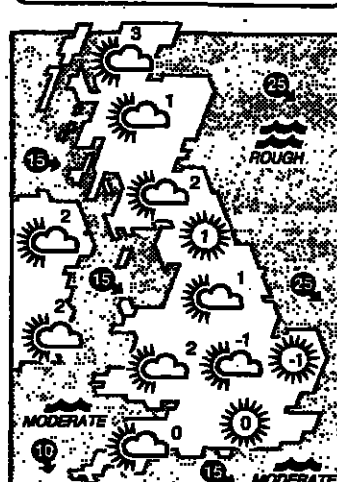
HIGH TIMES

Location	Temp	Wind	Cloud
London	14-17	SE	1-3
Manchester	14-17	SE	1-3
Edinburgh	14-17	SE	1-3
Birmingham	14-17	SE	1-3
Cardiff	14-17	SE	1-3
Exeter	14-17	SE	1-3
Leeds	14-17	SE	1-3
Liverpool	14-17	SE	1-3
Manchester	14-17	SE	1-3
Newcastle	14-17	SE	1-3
Nottingham	14-17	SE	1-3
Sheffield	14-17	SE	1-3
Southampton	14-17	SE	1-3
Stoke	14-17	SE	1-3
Swansea	14-17	SE	1-3
Torquay	14-17	SE	1-3
Walsley	14-17	SE	1-3
Wolverhampton	14-17	SE	1-3
Wrexham	14-17	SE	1-3

THE POUND

Location	Temp	Wind	Cloud
London	14-17	SE	1-3
Manchester	14-17	SE	1-3
Edinburgh	14-17	SE	1-3
Birmingham	14-17	SE	1-3
Cardiff	14-17	SE	1-3
Exeter	14-17	SE	1-3
Leeds	14-17	SE	1-3
Liverpool	14-17	SE	1-3
Manchester	14-17	SE	1-3
Newcastle	14-17	SE	1-3
Nottingham	14-17	SE	1-3
Sheffield	14-17	SE	1-3
Southampton	14-17	SE	1-3
Stoke	14-17	SE	1-3
Swansea	14-17	SE	1-3
Torquay	14-17	SE	1-3
Walsley	14-17	SE	1-3
Wolverhampton	14-17	SE	1-3
Wrexham	14-17	SE	1-3

AM



LONDON

Yesterday: Temp: max 6 am to 6 pm, 10C; min 6 pm to 6 am, 5C. Wind: SE 10-15 mph. Rain: 24hr to 6 pm, 10.5 mm. Sun: 24hr to 6 pm, 10.5 hr. Bar: mean sea level, 6 pm, 1009.7 mbars, rising.

MANCHESTER

Yesterday: Temp: max 6 am to 6 pm, 7C; min 6 pm to 6 am, 5C. Wind: SE 10-15 mph. Rain: 24hr to 6 pm, 10.5 mm. Sun: 24hr to 6 pm, 10.5 hr. Bar: mean sea level, 6 pm, 1009.7 mbars, rising.

YESTERDAY

Temperatures at midday yesterday: c, cloud; f, rain; s, sun.

LIGHTING-UP TIME

London 5.48 pm to 6.40 am
Edinburgh 5.48 pm to 6.40 am
Manchester 5.48 pm to 6.40 am
Penzance 5.12 pm to 6.59 am

HIGHEST & LOWEST

Monday: Highest day temp: Birmingham, 10C; Lowest day temp: Cardiff, 5C. Highest night temp: London, 10C; Lowest night temp: Cardiff, 5C.

NOON TODAY

London 14.1C, Manchester 14.1C, Edinburgh 14.1C, Birmingham 14.1C, Cardiff 14.1C, Exeter 14.1C, Leeds 14.1C, Liverpool 14.1C, Manchester 14.1C, Newcastle 14.1C, Nottingham 14.1C, Sheffield 14.1C, Southampton 14.1C, Stoke 14.1C, Swansea 14.1C, Torquay 14.1C, Walsley 14.1C, Wolverhampton 14.1C, Wrexham 14.1C.

سونا من الامل

Executive Editor
David Brewerton

STOCK MARKET

FT 30 Share
1386.9 (-2.2)
FT-SE 100
1734.6 (-4.6)
Bargains
20740 (21129)
USM (Datastream)
145.62 (+0.12)

THE POUND

US dollar
1.7495 (+0.0035)
W German mark
2.9864 (+0.0051)
Trade-weighted
74.3 (+0.1)

Algeria in 'gas deal' with UK

Mr Belkacem Nabi, the Algerian Minister of Petroleum, said that a short-term contract to supply natural gas to Britain would be signed in the coming weeks and could open the way to a significant deal between the two countries.

"There is one contract which is ready," he said. "It is a first contract," he said in Algiers shortly before leaving for Britain yesterday.

Mr Nabi said that over the next 15 years, British gas needs were estimated at between 12 and 14 billion cubic metres.

Profits jump

Trencherwood, the Berkshire housebuilder, raised pretax profits by 77 per cent in the year to end-October, to £7.45 million and is lifting the final dividend to 2.75p a share, making 3.8p for the year.

Temps, page 26

\$260m offer

In a big US computer merger, Tandem Computers, the worldwide systems supplier, is offering \$260 million (£149 million) for Unisys, a leading local-area network provider. The \$12.50-a-share cash terms have been agreed.

Bid spurned

Dobson Park, the mining equipment group, has been out of acceptance of only 0.89 per cent from MS International holders at the first closing date of its £24 million bid. The offer has been extended until February 29.

SUMMARY

STOCK MARKETS

New York	1983.59 (+0.33)
Dow Jones	2345.66 (+138.19)
Telco	2328.04 (+26.29)
Hong Kong	2282.2 (+2.8)
Hang Seng	1215.6 (+5.7)
Amsterdam Gen	1355.4 (+26.2)
Frankfurt	4468.1 (+58.1)
General	230.9 (+2.5)
Zurich S&K Gen	447.0 (+4.5)
London	1734.6 (-4.6)
FT-A-All Share	809.58 (-82.79)
FT-500	960.09 (-2.24)
FT Gold Mines	261.7 (-0.2)
FT Fixed Interest	95.35 (+0.16)
FT Govt Securities	88.47 (+0.18)
Recent Issues	Page 28
Closing prices	Page 28

MAIN PRICE CHANGES

IBSE	578.0p (+180)
Wm Low	327.5p (+100)
SA Breweries	345.5p (+130)
Microfilm Repro	272.5p (+100)
Eys Winstanley	272.5p (+100)
Woolworth	272.5p (+100)
YSEL	252.5p (+100)
Alumac	350.0p (+250)
Green-E-Ze	350.0p (+250)
OSI	350.0p (+250)
Laing Prop	350.0p (+250)
Mervale Moore	350.0p (+250)
Carlton Comm	350.0p (+250)
FT-A-All Share	809.58 (-82.79)
FT-500	960.09 (-2.24)
FT Gold Mines	261.7 (-0.2)
FT Fixed Interest	95.35 (+0.16)
FT Govt Securities	88.47 (+0.18)
Recent Issues	Page 28
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INTEREST RATES

London: Bank Base: 9%
3-month interest: 8.75%
3-month eligible bills: 8.75%
buying rate
US Prime Rate: 8.75%
Federal Funds: 6.75%
3-month Treasury bills: 5.79-5.77%
30-year bonds: 10.75-10.73%

CURRENCIES

London:	New York:
£/\$	\$1.7495
£/DM	DM 3.3750
£/Sfr	Sfr 1.4000
£/FF	FF 6.5545
£/Yen	Yen 160.35
£/Indec	Indec 35.5
ECU	SDR 20.772003

GOLD

London: 444.25 pm \$445.00
444.25 pm \$445.75 (254.25-254.75)
New York: 444.50-445.10

NORTH SEA OIL

Brent (Mar.)	pm \$15.90bb (\$15.95)
Denotes latest trading price	
London:	26
Stock Market:	27
Commodity:	27
City Daily:	27
Traded Oils:	28

Lawson set for £4bn 'surplus'

Chancellor faced with an embarrassment of riches

By David Smith, Economics Correspondent

Mr Nigel Lawson, the Chancellor of the Exchequer, can expect a £4 billion "surplus" on his borrowing requirement this year after an unprecedented surge in corporation tax payments last month.

The January public sector repayment of £6.3 billion was £2 billion above average City expectations, and confirmed the Chancellor's in the run-up to the Budget on March 15.

Treasury officials conceded that the figures mean that there will be an undershoot on the Autumn Statement forecast of a £1 billion positive PSBR for the year, but refused to speculate on the likely outcome.

The officials referred to the possibility of an end-year surge in borrowing, in response to spending by government departments and local authorities.

However, City economists, who had been expecting a £1 billion to £2 billion negative PSBR for the year prior to yesterday's figures, said a negative figure of £3 billion to £4 billion was now more likely.

This would be about £3 billion below the positive £4 billion target the Chancellor set for this year's PSBR in his Budget last March.

But the surge in revenues is not entirely good news for the

Chancellor. Analysts believe he will be forced to set a target for the 1988-89 PSBR not significantly different from this year's outcome, and that even a target of a zero PSBR might not be considered a tight enough policy in the markets.

"It's almost embarrassing how good it is," said Mr Kevin Bookes, economist at Greenwell Montagu Gilt-Edged. "The surplus is going to be extraordinarily high. A zero target for next year will not be good enough."

Warburg Securities now expects a £4 billion outcome for this year, Greenwell Montagu £3.5 billion, Morgan Grenfell just over £3 billion, and Phillips & Drew £3 billion.

Should the Chancellor set a target for his PSBR next year of minus £2 billion, that would still leave scope for about £3 billion of tax cuts - enough to reduce the basic rate by 2p to 25p in the pound, and to bring down the higher

PSBR (£m)		
Monthly	Cumulative	87-88
Jul	-439	948
Aug	681	1,829
Sep	217	1,846
Oct	-1,052	734
Nov	-1,588	-782
Dec	186	-606
Jan	-6,291	-6,897

Source: Treasury

rates, with a new top rate of no more than 50p in the pound.

But part of the Treasury's tax bonanza will probably be disguised in the Budget, in cautious forecasts for next year.

Last month's negative PSBR of £6.3 billion, easily the largest on record, produced a cumulative borrowing requirement for the first ten months of the 1987-88 financial year of minus £6.9 billion. In the corresponding period of last year, the PSBR was positive by £0.5 billion.

Excluding this year's privatization proceeds of £3.1 billion, the PSBR was still negative, by £1.8 billion.

Corporation tax payments last month were about £6 billion, more than £1 billion, or 20 per cent, higher than in January last year.

So far this financial year, Inland Revenue receipts are 12.5 per cent up on a year ago, compared with a Budget forecast of a 7.5 per cent rise. Customs and Excise receipts are 8.5 per cent up, against a 6.5 per cent forecast increase.

The last public sector repayment for a full financial year was in 1969-70, under the Chancellorship of Mr Roy Jenkins (now Lord Jenkins of Hillhead). The Treasury said the £600 million repayment then would be equivalent to £3.4 billion in today's prices.

Manufacturing output growing at '6.5% rate'

By Our Economics Correspondent

Manufacturing output continued to power ahead at the end of last year, with no indication of any slowdown in activity, the latest official production figures showed.

Although manufacturing output dipped by 0.3 per cent in December compared with November, officials at the Central Statistical Office said no significance should be attached to this small fall.

In the final quarter of last year, manufacturing output rose by 1.4 per cent compared with the third quarter, and 5.6 per cent compared with the fourth quarter of 1986. The officials said the 12-month growth rate understated the underlying trend, which is thought to be a 6.5 per cent rise.

The figures, which will add to the belief that there is little sign of any slackening of the pace of growth in the economy, included substantial revisions. In particular, the fall in manufacturing output originally reported for November was revised to show an increase.

For 1987 as a whole, manufacturing output rose by 5.5 per cent, the fastest growth rate since the "Barber boom" of 1972-73. Output rose by 9.3 per cent in 1973.

In the 12 months to the fourth quarter, there was a strong balance in the output of motor vehicles and parts, up 16.1 per cent, paper, printing and publishing, up 11 per cent and "other manuf-

acturing," up by 10.8 per cent.

January data for "steel" output and motor vehicle production, published in the past few days, has suggested a continuation of the buoyant output picture into this year.

While manufacturing output rose strongly last year, energy recorded a decline of 2.2 per cent, reflecting declining North Sea oil output and coal extraction.

As a result, industrial production as a whole rose by 3.1 per cent last year, well below the increase in manufacturing output.

In the latest three months, industrial production rose by 1.3 per cent. Its underlying growth rate is estimated to be about 4 per cent.

Japanese buy Union Bank

By Richard Thomson, Banking Correspondent

Standard Chartered has at last sold Union Bank, its Californian banking subsidiary, for \$750 million (£428 million) to a subsidiary of the Bank of Tokyo after months of negotiation.

The sale to California First Bank completes the disposal of Standard's main US operations and ends the first stage in its capital restructuring.

Although the sale price is double the \$372 million Standard paid for Union three years ago, the stock market was disappointed and Standard's shares remain virtually unchanged at 516p. At 1.3 times book value, the sale price is even less than Stan-

dard received for the sale of United Bank of Arizona last month, which analysts regarded as surprisingly low.

Mr Michael McWilliam, chief executive of Standard, said the most important feature of the sale was that the group's balance sheet footing bank from about £30 billion to £24 billion. As a result, Standard's hard pressed capital ratios are considerably improved, with the crucial equity-to-asset ratio rising from 2.8 to 3.4 per cent.

But Standard's capital position remains weaker than that of other leading British banks whose equity-to-asset ratios range from 4 to 5 per cent. The

bank is still likely to launch a rights issue after its year-end results are announced next month.

The purchase of Union by a Japanese subsidiary illustrates the increasingly aggressive stance which Japanese banks have been taking in the US. Bank of Tokyo, which has many overseas branches than any other Japanese bank, is known to have been seeking expansion in California.

"We held a kind of secret auction and BOT simply offered a higher price than anyone else," Mr McWilliam said. Union, California's fifth largest bank, is considerably bigger than CFB.



'Disappointing' results: Barry Cox (left), and Michael Hayes, managing director, at the Hard Rock Cafe in Piccadilly yesterday (Photograph: James Morgan)

Hard Rock's 12% half-time fall fails to impress market

By Carol Ferguson

Hard Rock International's first results since it gained a full listing on the London Stock Exchange failed to excite the market yesterday. Interim pretax profits were 12 per cent down on the previous year at £2.6 million.

However, the underlying trading result from the restaurant group was significantly better, as the comparative figure had been swollen by an exceptional item of £906,000 for the sale of the Caribbean franchise area. If this item is excluded, the trading profit increased by 26 per cent, despite a £200,000 adverse currency movement on its dollar earnings.

Earnings per share were 3.13p, and a 0.76p dividend was declared.

Mr Barry Cox, Hard Rock's joint chairman, said the 26 per cent rise in profits was dis-

appointing when put in the context of previous years - not just because of the weakness of the US dollar, but also because of unexpected delays to the opening of two new cafes in the US, in Boston and Washington.

"The lease on our Washington DC restaurant has now been signed, and we expect to complete the legal documents."

maximum 49 per cent interest permitted in that country, is operating profitably. Hard Rock has also acquired an additional 5,000 sq ft of space, adjacent to its cafe in Piccadilly, London.

Hard Rock is proposing to call an extraordinary general meeting where it will be asking its shareholders to give it the authority to repurchase some of its shares. Mr Cox said that Hard Rock had £18 million cash, and was not about to rush out and buy in shares.

"But we want to be in a position to buy if we want to," he said. He is particularly looking at the non-voting A shares held mainly in the US. The American Depository Receipt, which represents five A shares, is quoted at \$6, equivalent to 68p a share compared with 78p in London, and 121p for the voting shares. It is the voting shares that are held mainly in Britain.

Swedish protest over air slots

By Colin Narborough

Mr Sven Hultstrom, the Swedish Minister of Transport, has protested to the British Government claiming that British Airways has prevented Scandinavian Airlines System from obtaining landing times at Heathrow and Gatwick, Europe's two biggest airports.

The protest comes only weeks after BA emerged the winner in a bitter takeover battle with SAS for British Caledonian which gave BA a virtual monopoly position at both of London's main airports.

Before withdrawing its partial bid just before Christmas, SAS claimed that BA control of these key airports would threaten the ability of other airlines to compete.

In a letter to Mr Paul Channon, the Transport Secretary, Mr Hultstrom, on behalf of the three Scandinavian governments behind SAS, has asked the Department of Transport to give urgent attention to establishing "fair and equal" opportunities for access to British airports, in keeping with existing air transport agreements.

The Swedish minister said there had been a "totally negative" response to Scandinavian approaches for new landing times, describing BA's attitude as "really upsetting".

He said BA had dismissed the idea that bilateral understandings called for a "balancing" of access to airports in the respective home countries.

Mr Hultstrom also made clear that while the Scandinavian governments welcomed competition from BA for business on the Nordic routes, they would not allow this to develop into a "one-sided" benefit for BA.

Under pressure to announce its summer schedules soon, SAS said yesterday that it required an urgent solution to the issue.

BA dismissed as "patently absurd" an SAS charge that the scheduling committee for London flights had been subjected to pressure from BA.

A company spokesman said the committee, while "run" by a secretariat provided by BA, only gave each airline a single voice. It was an impartial institution approved by the Civil Aviation Authority and the Government and formed part of a scheduling system operated worldwide.

The move to operate early morning services from the Scandinavian capitals to London had clearly been "commercially astute" and it would now be hard for SAS to find similar landing slots in London owing to the volume of traffic, he said.

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CALLS COST 25p (OFF PEAK) AND 35p (STANDARD-PEAK) PER MINUTE INC VAT BROADSYSTEM, THE ELEPHANT HOUSE, LONDON NW1 8NP

December 31. Earnings per preferred stock unit were 146p (1.007p). The board says it remains cautious yet well-positioned to take advantage of any opportunities in

صبرنا من الامل

Elders IXL leaps by 83% to record profits of Aus\$272m

From Richard Battley
Sydney

Elders IXL, the brewing-finance-pastoral conglomerate, yesterday entronched itself as Australia's second largest earner by posting a record Aus\$272 million (£111 million) profit for the half year ended December 31.

To celebrate the 83 per cent increase on the previous half year, it declared a one-for-four bonus issue. The impressive result, easily outstripping market forecasts, was despite substantially higher taxes, up 15 per cent to 33 per cent on pretax profits.

Pretax earnings more than doubled to Aus\$477 million, including Aus\$154 million in equity-accounted contributions from associates. Sales rose 61 per cent to Aus\$7.6 billion, reflecting the huge revenue injection from Courage Brewing, the British

subsidiary it acquired in 1986.

Foster's was the best-selling lager in Britain, said Mr John Elliott, the chairman, and exports, particularly to the US, had risen more than 80 per cent.

Mr Elliott said the results confirmed the strength of Elders' operation and confirmed the market's perception of the group as an "entrepreneurial company". Despite the market crash the

value of Elders' share portfolio exceeded its book value by Aus\$243 million as at balance date.

Under the company's new dividend scheme, directors declared both a franked and unfranked dividend. Shareholders may choose an unfranked dividend of 9.5 Australian cents a share, compared with 6.3 cents a share last year after adjusting for bonus issues, or a franked

dividend of 7.17 cents a share.

The directors' statement accompanying the results noted that an extraordinary shareholders' meeting had been scheduled for next Wednesday to seek approval of Elders' part in the restructuring of BHP, Australia's biggest company.

If ratified, the deal will provide Elders with Aus\$1.6 billion in cash. This would give Elders "access to cash

flow at a time when there are many attractive opportunities", the statement said.

Directors said good seasonal conditions and prices enabled pastoral operations to exceed budget expectations. However, its New Zealand branch had not been a strong contributor.

"The New Zealand business is being restructured and an improved performance is forecast for the balance of the year," the directors said.

Analysts said that given the most promising outlook in recent years for that division's main products — beef and wool — and with a correspondingly improved outlook for grain, the ensuing six months were expected to boost profits.

The finance arm also exceeded budget quotas, and directors said its treasury was benefiting from its 24-hour network.

Courage praised for contribution

Elders gave credit to Courage's results, which had shown "a significant improvement".

Mr John Elliott, the chairman, said: "Our brewing performance in the UK has performed better than we could have ever anticipated in the first year of operation."

Part of the improvement was attributable to the introduction of Foster's lager into Courage pubs. Elders spent more than £60 million on its British brewing operations during the half year.

The group is still casting around for ways to set some cash from the 5,000 pubs it

took over with the Courage operation.

Mr Elliott said the board was negotiating a joint venture as an alternative to the float of Courage, which was abandoned due to the financial climate. An announcement would be made within a fortnight.

£175m in option financing

By Richard Thomson,
Banking Correspondent

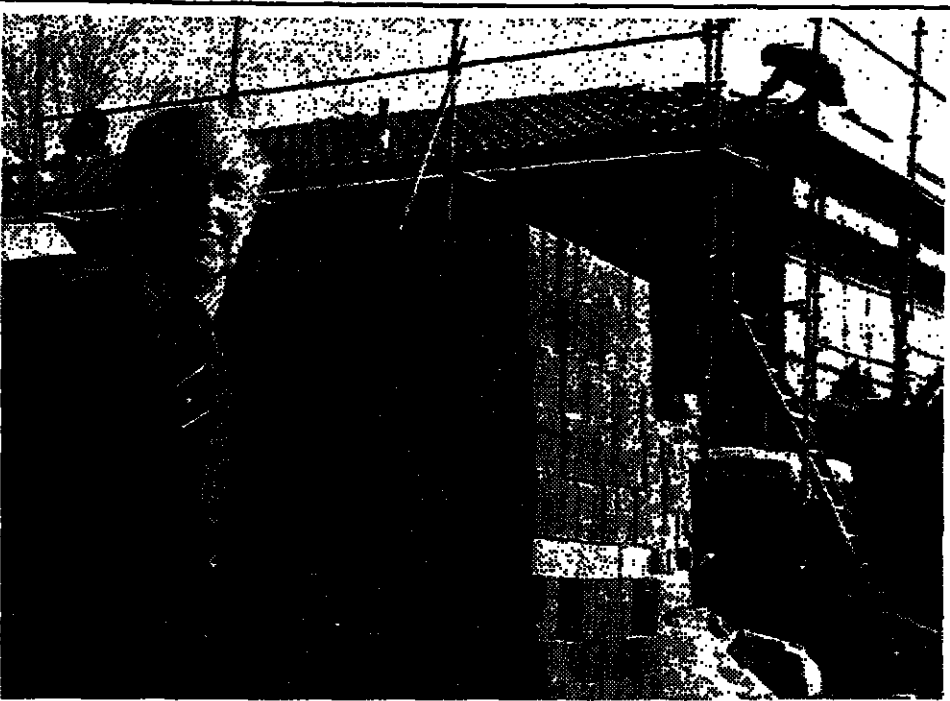
The fashionable multi-option financing market was swelled yesterday by two further facilities arranged for Coleroll Group and United Scientific amounting to a total of £175 million.

The facilities enable the companies to draw down funds of varying maturities, from very short term to medium term loans, at cheaper rates than they would get from ordinary bank loans. The £75 million Coleroll facility was arranged by National Westminster, which claims to be the market leader in the sterling "Mof" market, while Barclays de Zoete Wedd arranged the £100 million United Scientific facility.

The Mof market took off last year and experts now estimate that facilities worth a total of about £40 billion have so far been launched. Since many facilities are never publicly announced, however, the exact size of the market is unknown.

British companies have increasingly adopted Mofs because of their cheapness and flexibility, while banks are keen to market them as a way of building up relationships with customers over a range of different lending products.

Mof facilities are normally underwritten by a syndicate of four or five banks, often chosen by the company itself.



Building profits: David Dome, Crest's chairman, yesterday (Photograph: James Morgan)

Crest tops out with £24m

By Alexandra Jackson

Crest Nicholson, the house-building and property group, notched up its thirteenth successive year of growth by reporting pretax profits for the year to end-October up from £16.6 million to £24 million.

Net margins widened from 7.8 per cent to 10.8 per cent on turnover up from £212 million to £223 million.

Fully diluted earnings per share rose 31 per cent to 19.65p. A final dividend of 3.7p was recommended, giving a total increase of 20 per cent to 5.7p, ahead of the 5.5p

forecast at the time of the convertible rights issue last autumn.

Crest sold almost 1,500 homes, about the same as last year, but its average price is now about £75,000 compared with £55,000 in 1985-86.

The land bank is 18 months, below the industry average, although Crest has several exceptionally large sites with a longer land bank. Mr David Dome, chairman, said as land was the largest variable cost for a housebuilder, the group chose not to overexpose itself.

The construction division,

previously part of CH Pearce, has not yet seen the full benefits of its integration into the group. Margins are still below the 2 per cent to 3 per cent considered acceptable, but the order book looks much healthier.

Reorganization and new product development has held back profitability at the sport surfaces division which made a loss. This was responsible for the drop in profits from construction and related activities from £2.4 million to £168,000.

Tempos, page 26

Yorkshire Bank sets pace with 35% leap

By Richard Thomson,
Banking Correspondent

Yorkshire Bank, which claims to be one of the most profitable banks in the world, last year raised its pretax profits by 35.2 per cent to £88.8 million — setting a blistering pace for the other clearing banks which begin reporting their results this week.

The bank — which is 32 per cent owned by Barclays, 40 per cent by the NatWest, 20 per cent by Lloyds and 8 per cent by the Royal Bank of Scotland — benefits from having no Third World debt exposure and a high commitment to high-margin lending, particularly personal loans which increased during the year to £270.9 million.

Profits are also encouraged by a relatively low cost ratio in comparison with other banks.

The results were helped by a dramatic increase in mortgage lending, which jumped from about £24 million to £86 million as the bank implemented a policy of expanding lending to housebuyers.

Yorkshire Bank said it expects to have lent about £200 million in mortgages by the end of this year.

Business lending, an area to which the bank has been paying particular attention, rose sharply to £108.4 million.

The bank said that it was now concentrating on offering credit cards to customers after giving this service insufficient attention over the last few years. It will be sending its own Visa cards to customers in April and May.

The bank's strong profit performance was achieved despite a slight increase in bad debt provisions of just under £1 million to £11.4 million.

News Corp moves into data security

By Robert Matthews,
Technology Correspondent

The News Corporation, headed by Mr Rupert Murdoch, will today announce that it is investing about £2.8 million in a new company, News Data Security Products, to supply data security technology to business institutions.

The company, which will trade as News Datacom, is a joint venture with the Weizmann Institute of Science in Israel, whose scientists have developed a radically new technique for preventing computer fraud to which the new company will have sole access.

A team at the institute under Professor Adi Shamir, a world authority on data security, recently discovered a technique which ensures that communication takes place only between authorized end-users, but which, unlike passwords, cannot be imitated by third parties even if they can tap the network.

This is because the computers involved in the network take part in a rapid question-and-answer session about the security code at the heart of the system without revealing what the code is in full.

Scientists at the institute claim that the technique, based on so-called "zero knowledge proofs", is fast yet simple to carry out, enabling it to be incorporated in personal computers and smart cards, as well as data communication networks.

The News Corporation expects considerable demand for News Datacom products from leading business institutions, many of whom are becoming increasingly concerned over the security of their communications network. Electronic fund transfer between banks is likely to provide a considerable market.

COMMENT David Brewerton

Billion dollars to raise a Scottish Standard

Standard Chartered is a billion dollars better off after the sale of Union Bank and United Bank of Arizona.

It needs the money, which will increase shareholders' funds by £77 million and reduce the balance sheet footings by more than £6 billion. The consequence is a recovery in the ratios: the bank estimates improvements in equity to total assets of 70 basis points, the primary capital ratio of 80 points, and the risk asset ratio by 150 points. From what to which the bank does not disclose, and the deal does nothing to eliminate the feeling that despite its extra billion, Standard Chartered may yet have to turn to its shareholders for extra funds in the shape of a rights issue.

For the moment, however, Standard Chartered is back in the land of the living, its solvency beyond question.

The fire salvage sale, the most leaked and talked-about deal in world banking for years, will not necessarily give Standard Chartered an independent future, and immediately adds to its attractions as a break-up target. The sum of Standard Chartered's parts is possibly £10 a share, twice the current market value. Somebody, perhaps from the East, is likely to go along to the three White Squires who saved Standard Chartered from takeover by Lloyds Bank and offer to buy them out.

As Robert Holmes & Court's financial results illustrated only days ago, they are, post crash, weak holders. Where Mr Holmes & Court, Sir Yue-Kong Pao and Tan Sri Khoo Teck Puat once represented strength at Standard Chartered's elbow, they are now a weak team in the defence. If Standard tries to point a rights issue in their direction, they are likely to take fright and run.

This could be the cue for the Royal Bank of Scotland, which was saved from takeover by Standard Chartered in 1981 when the plan was blocked by the Monopolies Commission, to turn the tables and take the initiative for a merger. The combination would create

a balanced British bank without tramping on Scottish pride. It would keep the bank together and end a period of speculation which has been damaging to the bank, its customers and its employees.

The Bank of England would, I am sure, love the idea.

Benefit of hindsight

If the Guinness Book of Records included a section for achievement in the field of hindsight, yesterday's pronouncement from the National Audit Office would surely rate a mention.

Reporting on the flotation of BAA, the NAO concluded that an initial 13 per cent premium reached in first dealings indicated that the shares may have been underpriced.

The NAO's anodyne conclusions can only have been reached on the theological view that the "correct" price for a new issue is one which exactly equates supply and demand. In other words, one which gives a premium of zero and a matching discount.

Even raw recruits to the new issue business know well that striving for such spurious accuracy risks a more than 50/50 chance of a flop. In language which the bureaucrats of the NAO might comprehend there appears in the light of long experience to be a discontinuity in the supply demand relationship around the level of the "correct" price, even if one could forecast with certainty what that price is.

In the real world of shifting sentiment and volatile markets, where the overriding objective is to get the issue away, the BAA price fixing was well within the limits of normal error for an exercise that is as much art as science.

The gentlemen of the NAO would serve us better if they understood that rather than dishing up platitudes in the guise of wisdom.

Choices before Lawson

Every new set of monthly figures on the public accounts seems to widen the scope available to the Chancellor to cut either taxes or borrowing in next month's Budget. The latest data for January has produced a huge net repayment of £6.3 billion, at least £2 billion more than the markets were expecting, which in turn has increased yet again expectations both for the outcome in the current financial year and the prospects for 1988-89.

A competition has now developed among market economists to produce the most bullish forecast for the Chancellor's fiscal adjustment. Greenwell Montagu still seems to be leading the field with about £12 billion, but Warburg is coming up strongly with an increase from £8½ billion to £10½ billion while James Capel continues to lag with a cautious £9-9½ billion.

With numbers as big as this the precise size is a good deal less important than the general order of magnitude. This was recognized clearly enough in the gilt-edged market yesterday where prices rose by just ¼ point on the news before easing back again later.

The important question is what Mr Lawson chooses to do with his riches. In

the markets the assumption is that every improvement in public finances should incline the Chancellor towards still greater virility in the matter of borrowing.

There is certainly a good case for caution. The pause in the economy which some observers were detecting towards the end of last year has not been borne out in more recent statistics. Retail sales grew strongly again in January after marking time in December and yesterday's figures for industrial production showed a considerably more buoyant final quarter to 1987 than was indicated a month ago. Both domestic demand and output are continuing to grow strongly in a low-growth world.

Nevertheless, the economic logic of insisting that however much the tax take rises the Chancellor must only give back the number he first thought of is questionable. The minimum expectation must now be that next year will see a balanced Budget but that does not necessarily imply that every increase in government revenue must be applied exclusively to produce a bigger and bigger net repayment of Government debt. There are long term economic gains from cutting taxes as well as from repaying debt.

MPs to study Treasury role in BP bid

By David Young, Energy Correspondent

The role of the Treasury in the current discussions on the BP bid for Britoil will be among the issues to be investigated by the Commons Energy Select Committee.

The committee has confirmed that it will conduct an inquiry into the independent oil companies formed following the discovery of oil in the North Sea.

It will look at their relations with the Government, their current state of financial health and their prospects for the future.

The committee has asked

for written submissions from companies involved and will later announce a programme of hearings at which company chairmen, Treasury officials and government ministers will give evidence.

Talks are still going on between Britoil, BP and the Treasury over how the Government will exercise its rights contained in its golden share of Britoil.

At present the Government can effectively block the takeover — despite BP having acquired more than 70 per cent of Britoil shares — if it

deems it to be "unacceptable" in the national interest.

Discussions are being held to find a formula which will allow the Treasury to announce that the bid is "acceptable" so that the Britoil board can withdraw its objections to the bid.

The two companies had hoped to have the issue clarified by now, but the Treasury is going through the fine detail of each proposal and it may not be until the two companies have published their full-year profits for 1987 and declared their final dividends

before a final announcement is made.

BP is due to unveil its profits on Thursday and Britoil in a month's time.

The committee will be able to inquire in detail what took place during the talks at the Treasury over the past three weeks.

At least one member of the committee is already convinced that by calling the inquiry it has forced the Treasury and Mr Nigel Lawson, the Chancellor, not to rush through any agreement without the full support of both companies.

Dealing is not simple for Simon

Contrary to popular belief, it's not all redundancies within the Square Mile. While an increasing number of erstwhile partners of City firms have been taking early retirement, if they're lucky, redundancy, I hear that Phillips & Drew has been celebrating the successes of possibly the City's youngest-ever traded options dealer, Simon Munroe. Munroe, aged 16, passed his options exam with flying colours two weeks ago, just five months after joining P&D. But the former Upminster comprehensive schoolboy — where he achieved 10 'O' levels — is now being held back by the regulations of the Floor Committee of the options market, which forbid the firm from giving a dealing badge to anyone under the age of 18. "Our senior dealer spoke to the head of the Floor Committee, but he refused to bend the rules," laments Munroe, the son of a printer. "I suppose they have to set a standard somewhere, and I'll just have to be patient!"

Partying shot

James Longcroft, Tricontrol's chairman and chief executive, is determined to go out with a bang. To follow yesterday's champagne buffet for City and press friends at the independent oil company's Finsbury Square headquarters, he is planning a staff party at the Savoy tomorrow evening before he hands over the reins to Tricontrol's new parent, Arco. "I don't know if Arco go in for this sort of thing," he tells me,

THE TIMES CITY DIARY

The corporate spirit

Surely this is taking "being a company man" a little too far, even for the fiercely loyal and devoted Japanese. During the past decade some 100 corporate museums have sprung up there and they are proving as popular as one Buddhist temple in Japan is promoting a special corporate package, attracting 18 corporate managers to its cemetery so far. One of its most recent recruits is a food company called Marudai, whose mausoleum

contains the ashes of its founder and 17 employees. "Our company was built to its present size by our founder and we feel it is only fitting that we should have a mausoleum to the spirit of our founder and our former colleagues who have passed on," explains a Marudai spokesman. "In paying proper respect to their spirits, employees can find spiritual solace for themselves." Let's hope the idea doesn't catch on here.

Banker at bay

Speaking during lunch at the 1988 Investor Relations conference yesterday, Sir Timothy Bevan told how he sailed across the Atlantic after relinquishing chairmanship of Barclays Bank last year. "One of the things I was surprised to find was how pompous American bankers are. We were sailing round a bay at Newport, Rhode Island. One banker had one of those ghastly motor boats Americans have with wireless aerials in all directions. He then promptly drove this thing on to a rock. Being an efficient man, he naturally contacted the coastguards on his VHF radio. 'Mayday, Mayday,' he called. The coastguards asked him 'What is your exact position,' to which he replied: 'executive vice-president, First National Bank of Boston.'"



Balanced sheep

Coloroll chairman John Ashcroft has an unusual job vacancy to fill. He is looking for a shepherd. Bemoaning that the present incumbent has just resigned, Ashcroft reveals that he has a flock of 150 Charollais sheep and 50 or so Bleus de Maine sheep on the 100 acres surrounding his home. With some of the Charollais rams worth £5,000 each, Ashcroft has clearly been as systematic in sheep breeding as he is in business. Allowing himself the indulgence of giving some names like Oli and Playboy, he nevertheless distributes their food by a computerized feed system, adjusted to suit individual animals. Their average daily weight gain is also monitored by computer and if any should fall behind Ashcroft has been known to stay up until 4am trying to crack the problem. "After watching people like Sangster spend all that money on horses, only to be overtaken by the Arabs, I decided that sheep breeding was a much better bet," he tells me. His capital outlay has been about £100,000 but he has yet to win a prize. "It's the ultimate in commodity speculation," he says.

● A Hampshire reader has spotted the ultimate number plate for a depressed City Yuppie... a black Range Rover, with the registration ANG OVER. While pointing out that it is also a play on the vehicle's name, she nevertheless concludes: "Too much champagne to drown sorrows, I suppose."

Carol Leonard

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SIEMENS

Information for Siemens shareholders

International business expands

During the first quarter of the current financial year (1 October to 31 December 1987), Siemens achieved a further marked increase in international orders and sales. However, business volume in

Germany was affected by the slowdown in the economy. The net profit margin of 2.5% matched the average over the past financial year.

New orders

During the period under review, Siemens - i.e. Siemens AG and its consolidated domestic and foreign companies - recorded new orders worth £4,544m, equalling last year's levels. The 10% drop in German domestic orders was largely the result of including a major contract for a district heating plant in the first quarter of last year. Without this significant contract, domestic orders were only slightly down on last year's first-quarter figures. This marginal reduction was also influenced by a weaker German economy and intensified

price competition. Despite the lower dollar, however, Siemens attracted 8% more orders abroad. After allowing for the effect of translating U.S. dollars into DM, the growth in international orders was several percentage points higher.

in £m	1/10/86 to 31/12/86	1/10/87 to 31/12/87	Change
New orders	4,580	4,544	-0.8%
Domestic business	2,116	1,912	-10%
International business	2,444	2,632	+ 8%

Sales

Siemens worldwide sales increased 4% to £3,791m. Here, as with orders, sales were stronger abroad (+6%) than in Germany (+3%).

in £m	1/10/86 to 31/12/86	1/10/87 to 31/12/87	Change
Sales	3,628	3,791	+ 4%
Domestic business	1,756	1,802	+ 3%
International business	1,872	1,989	+ 6%

Orders in hand

Because new orders were much higher than total sales, orders in hand rose by 2% to £17,939m.

in £m	30/9/87	31/12/87	Change
Orders in hand	17,586	17,939	+ 2%
Inventories	7,084	8,144	+ 15%

Employees

The number of employees in Germany and West Berlin was slightly reduced, while employees abroad marginally increased due to the inclusion of those working in recently acquired companies. At the end of December 1987, Siemens employed a total of 358,000 people worldwide (excluding trainees and student workers). Employment costs rose by 1%.

in thousands	30/9/87	31/12/87	Change
Employees	358	358	0%
Domestic operations	229	227	- 1%
International operations	130	131	+ 1%

in thousands	1/10/86 to 31/12/86	1/10/87 to 31/12/87	Change
Average number of employees	360	358	- 0.5%
Employment costs in £m	1,890	1,913	+ 1.2%

Capital spending and net income

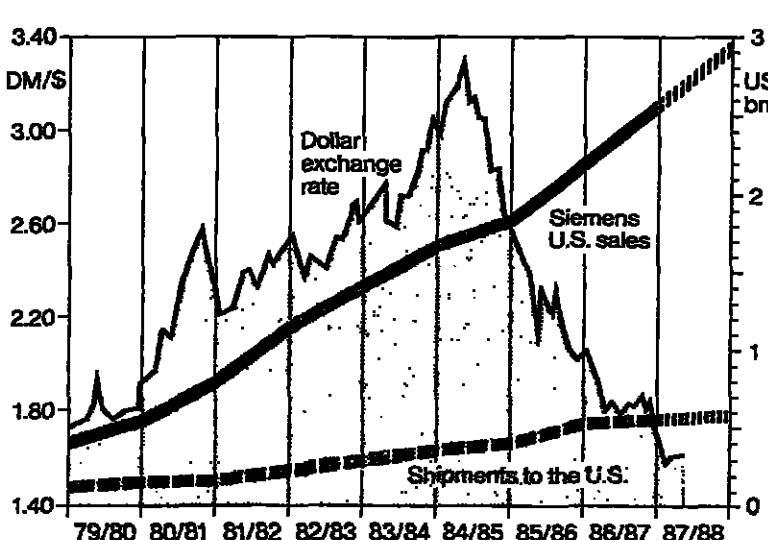
Capital expenditure and investment for the first three months of the current financial year reached £226m. This decline (-37%) was largely due to the steep fall in acquisitions of companies abroad. Expenditure on tangible assets was also down compared with the same period last year when there was an accumulation of additional fixed asset items. Net income after taxes dropped 4% to £96m. The net profit margin was down

from 2.8% to 2.5% - the same as for the 1985/86 financial year.

in £m	1/10/86 to 31/12/86	1/10/87 to 31/12/87	Change
Capital expenditure and investment	340	226	-37%
Net income after taxes	100	96	-4%
in % of sales	2.8	2.5	

All amounts translated at Frankfurt middle rate on 31/12/1987: £1 = DM 2.960.

Siemens sales in the U.S.



Expansion of U.S. business

Since the early 1980s, Siemens has strengthened its position in the USA, the world's largest electrical and electronics market. U.S. sales have doubled within the last four years. From the very start the aim was to establish a firm foothold in the country by setting up local development and production facilities. With 47 manufacturing plants and over 300 sales and service locations, Siemens is represented in almost every state in the country. There are already 27,000 employees on the payrolls of Siemens U.S. companies. The local value added content now accounts for approximately 80% of total U.S. sales of around \$3 billion. On the other hand, 20% of the goods produced in Siemens U.S. factories are exported. This strategy serves both the American economy and the company: it does not strain the U.S. trade balance, and it ensures that Siemens is highly resistant to any changes in the dollar exchange rate.

Siemens AG

In Great Britain: Siemens Ltd.
Siemens House, Windmill Road,
Sunbury-on-Thames, Middlesex, TW16 7HS

Acquisition of big US brewer helps Bond's interim sales to \$1.5bn

Perth (Reuters) - Mr Alan Bond's diversified brewing, resources and property group, Bond Corp Holdings, said the acquisition of G Heileman Brewing Co, the fourth-largest US brewer, in October contributed to a sharp increase in sales in the first half ended December 31.

Two months of revenue from GHB contributed Aus\$278.73 million (£113.7 million) to group sales of Aus\$1.58 billion, up from Aus\$1.08 billion a year earlier, Bond Corp said in a statement.

The group earlier reported a doubling of its preliminary interim net profit to Aus\$109.21 million from Aus\$52.56 million a year earlier.

It said it had released the preliminary results to provide timely information to its shareholders in advance of the



Alan Bond: profits double

formal interim report which it was unable to release until late next month.

The group had not received dividends from associated

companies and estimated them based on previous dividend policies.

It also did not have the information to provide its equity-accounted share of associates' profits, mainly because one main equity associate, Hong Kong's HK-TVB, does not expect to unveil its 1987 results until late next month.

Bond Corp said this procedure had been discussed and agreed with the Australian Stock Exchange before the release of its report.

It said the Aus\$15.32 million tax credit in the half should not be taken as indicative of the tax rate for the full year and noted that it paid more than Aus\$440 million in other government levies during the half.

The group lifted its interim dividend to six cents from five.

Bank fraud trio jailed in Brunei

Bandar Seri Begawan, Brunei (Reuters) - A Brunei High Court has sentenced the former chairman of the National Bank of Brunei, Khoo Ban Hock, to 32 months' jail for fraud and conspiracy.

The sentence will run from his arrest in November 1986.

Two other defendants, Azlan Robert Teoh, general manager, and Andrew Peattie, auditor, received jail terms of 20 months and 27 months respectively.

Teoh's sentence will run from his arrest in July last year and Peattie's from November 1986.

Khoo and Teoh, from Singapore, and Peattie, a Briton, faced 14 charges in connection with the collapse of the bank.

Defence lawyers said that, after remission, Khoo Ban Hock, Teoh and Peattie may have to serve jail terms of only one year, six months and three months respectively.

Brunei officials said Khoo's father, Tan Sri Khoo Teck Puan, was wanted in connection with five charges of conspiracy to defraud the National Bank and was being sought by police. He was now believed to be in Thailand, they added.

Brunei's authorities closed the bank in November 1986, alleging that 90 per cent of more than 1.3 billion Brunei dollars (\$368 million) in loans had been extended to Khoo-related companies.

Toyota confident of stable profits

Tokyo (Reuters) - Toyota Motor Corporation sees parent company sales in its second half, ending June 30, matching those of a year earlier, despite the strong yen, rising protectionism and uncertainty over the US economy, Mr Masami Iwasaki, vice-president, told a press conference.

"In my opinion, we can also expect to maintain current profits (in the year ending June 30) at a similar level to the ¥398.01 billion (£1.75 billion) the company posted in the year ended June 30, 1987," Mr Iwasaki said.

The company will retain a ¥18.50 dividend in fiscal 1987-88, he said. Sales in the booming domestic market

TSE formally admits foreign member firms

Tokyo (Reuters) - The Tokyo Stock Exchange said yesterday it had formally admitted 16 foreign securities companies and six Japanese firms as members.

Four British-owned firms are among the new entrants. They are Kleinwort Benson Lonsdale Plc's Kleinwort Benson International Inc; Baring Securities Ltd; Schroder Securities Japan Co Ltd; and National Westminster Bank Plc's County NatWest Securities Japan Ltd.

Six US-owned companies, which have been granted membership, are Salomon Inc's Salomon Brothers Asia Ltd; First Boston Inc's First Boston Asia Ltd; American Express Co's Shearson Lehman Brothers Asia Ltd; Smith Barney, Harris Upham International Inc; Prudential Bache Securities Ltd; and Kidder Peabody International Corp.

The new foreign members also include two firms each from Switzerland, France and West Germany.

LONDON TRADED OPTIONS

Series	Call	Put	Series	Call	Put
Gold	100 100 100 100 100 100	100 100 100 100 100 100	Gold	100 100 100 100 100 100	100 100 100 100 100 100
Oil	100 100 100 100 100 100	100 100 100 100 100 100	Oil	100 100 100 100 100 100	100 100 100 100 100 100
Wheat	100 100 100 100 100 100	100 100 100 100 100 100	Wheat	100 100 100 100 100 100	100 100 100 100 100 100
Corn	100 100 100 100 100 100	100 100 100 100 100 100	Corn	100 100 100 100 100 100	100 100 100 100 100 100
Soybeans	100 100 100 100 100 100	100 100 100 100 100 100	Soybeans	100 100 100 100 100 100	100 100 100 100 100 100
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APPOINTMENTS

Pilkington names new director

Pilkington: Mr John Macomber has been appointed a non-executive director.

Chicago Board Options Exchange: Mr John Roberts is named as first vice-president responsible for marketing.

British & Commonwealth Merchant Bank: Mr Heather Maizels has joined the board.

Cortec Group: Mr Glen Travers has been made chairman.

British Gas North Thames: Mr Brian Thornley becomes regional director of personnel.

Carr Boyd Minerals: Mr Ewen Tyler has been made a director and Mr Alan Jones becomes a director of Hill Minerals NL.

FTC Holdings: Mr Nicky Branch and Mr Tim Inglefield are now non-executive directors.

Hollis Financial & Professional Services: Mr Geoffrey Sheppard has been appointed managing director and also becomes a director of Hollis plc from March 1.

Storehouse: Mr Patrick Diamond joins the board.

Racal-Chubb: Mr Brian Dix is appointed chairman of Chubb Alarms and Chubb Electronics. He also becomes a director of Hörmann Sicherheitstechnik. Mr Richard Fernie becomes managing director of Chubb Alarms.

Abaco Investments: Mr Richard Laey, Mr Graham Clarke and Mr Ron Basher join the board.

Thomas French & Sons: Dr John Slater is now group finance director.

Belwinch: Mr Denis Lomas has been appointed a director and general manager of Roger Malcolm London. Mr Steve Whitehead becomes director of development and Mr John Farrance has been made director of production for Roger Malcolm Home Counties. Mr Roy Marsh is now director of residential development and Mr John Harwood director of production of King Homes.

Mr Martin Downing is appointed director of development, Mr Mervyn Pragnell becomes director of sales and Mr Chris Edwards director of production for Webb Homes.

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No.	Company	Group
1	Metal Box (sa)	Industrial L.R.
2	Petroleum Hg	Building Roads
3	Barter & Dobson	Food
4	Uni Scientific	Electrical
5	Hood Motor	Motor/Aircraft
6	Westbury	Building Roads
7	Canary Ltd	Industrial A-D
8	Stratford Mill	Industrial A-D
9	Old Ship	Property
10	Canary-Schwartz (sa)	Food
11	Canary-Pic	Drugs/Stores
12	St Aerospace (sa)	Motor/Aircraft
13	Canary	Industrial S-Z
14	TVT	Industrial S-Z
15	Hammerton	Property
16	Canary (Pam) A	Drugs/Stores
17	Treat	Building Roads
18	Light	Chemicals/Plas
19	SGK	Electrical
20	Wale Pottery	Industrial S-Z
21	Brenning	Paper/Print/Adv
22	Canary	Property
23	Satellite Prop	Property
24	SPV	Industrial S-Z
25	Jordan (Thomas)	Industrial E-K
26	Flower King	Property
27	Val & Val	Industrial S-Z
28	Val & Val	Industrial S-Z
29	Mayne Ltd	Building Roads
30	Rowman (sa)	Food
31	Radford	Textiles
32	Supergrid Brick	Building Roads
33	NIMW Comp	Electrical
34	Foster (John)	Textiles
35	Davies & Newman	Industrial A-D
36	Aden	Electrical
37	CALA	Property
38	ERP	Motor/Aircraft
39	Realty (Udell)	Motor
40	Realty	Industrial A-D
41	Black & White	Textiles/Drum
42	Black & White	Textiles/Drum
43	Quick (H)	Industrial A-D
44	Grand Mid (sa)	Motor/Aircraft

Please take into account any minus signs

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MON	TUE	WED	THU	FRI	SAT	TOTAL

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Company	Price	Div	Yield
...

FIVE TO FIFTEEN YEARS

Company	Price	Div	Yield
...

OVER FIFTEEN YEARS

Company	Price	Div	Yield
...

UNDATED

Company	Price	Div	Yield
...

INDEX-LINKED

Company	Price	Div	Yield
...

STOCK EXCHANGE PRICES									
Equities drift lower									
ACCOUNT DAYS: Dealings began February 8. Dealings end Friday. Contango day February 22. Settlement day February 29. Forward bargains are permitted on two previous business days.									
Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price-earnings ratios are based on middle prices. (sa) denotes Alpha Stocks. (VOLUMES PAGE 26)									
BREWERIES									
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BUILDING, ROADS									
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FINANCE, LAND									
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FINANCIAL TRUSTS									
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FOODS									
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L-R									
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S-Z									
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CHEMICALS, PLASTICS									
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CINEMAS, TV									
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DRAPERY, STORES									
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HOTELS, CATERERS									
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INDUSTRIALS A-D									
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ELECTRICALS									
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INSURANCE									
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LEISURE									
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MINING									
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MOTORS, AIRCRAFT									
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NEWSPAPERS, PUBLISHERS									
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OILS, GAS									
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OVERSEAS TRADERS									
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PAPER, PRINT, ADVERTISING									
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Company	Price	Div	Yield
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Company	Price	Div	Yield
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MEDIA & MARKETING

Two channels with one future

OPINION
Antony Rouse

We've endured about a year now of the new regime at the BBC and the old vision of its director general, Michael Checkland. It is not a very attractive vision — more Brave New World than Garden of Eden: the BBC as a vast, production centre churning out huge quantities of news and current affairs programmes, all of them centrally designed and vetted by Checkland's deputy John Birt, while remaining air-time is filled by independents.

Material may be efficiently produced, but nobody has ever watched a television programme because of that. And practically nobody watches the kind of programme like *Weekend World*, which made John Birt's reputation. But then, it isn't a vision, really. It's a political response to a particular government.

So perhaps it's not surprising that Michael Grade decided it would be more fun to run Channel Four. He might even think that Channel Four has a better chance of long-term survival than the BBC. He might believe, as I do, that the BBC, as currently directed, has no future.

For in that future there will be many channels and economics will force them to speak in very similar mid-Atlantic accents. And if the voice of the BBC is much the same as all the other voices, then why should we pay the licence fee?

I suggest that the BBC would only be worth preserving if it spoke in a different voice, which was entirely British. It would not buy-in material. Its accent would sometimes be East End and at others Oxbridge. Its brow would be high or low or middle and the criterion for showing a programme would simply be, is it good?

It would cost a great deal of money to produce such a channel. Let's say you could run one BBC channel like this for the price of the two we have at the moment. So close

one down. Mrs Thatcher could make some money by selling off the spare air space, the existing ITV companies would have some competition, and the independents could be set to work on a new channel while the BBC reverted to the old and better system of staff producers.

Better, alas, because an independent producer who has to pay his work force every week is actually less independent than a BBC staff producer when it comes to arguing about what should be made and how. The independent has less freedom to be bloody-minded.

There would also be little or no co-production in the all-British Broadcasting Corporation. BBC producers should not have to sit in their offices wondering what would please an American audience. They would concentrate on the difficult-enough task of pleasing the British.

While the new managing director of BBC television is sorting that out (the job falls vacant on St George's Day), the governors might address themselves to the problem of BBC finance.

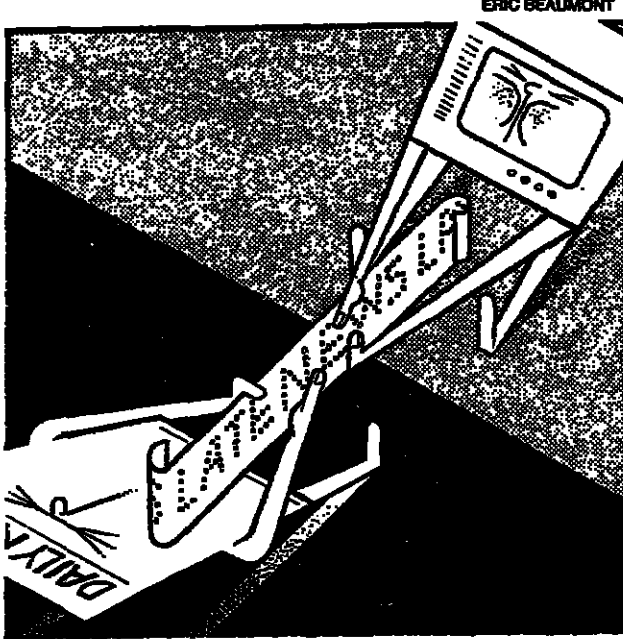
They should try and get the BBC on the same kind of footing as the Royal Family, which we pay for without really noticing it. Abolish the licence fee and fund the BBC directly out of the Treasury. But take control of broadcasting out of the hands of the Home Secretary and give it to an all-party Parliamentary committee. And persuade them that the BBC should receive some fixed percentage of the gross national product.

I don't suppose that if broadcasting were invented today, we'd invent anything like the BBC, any more than we would re-invent the Royal Family. But both are there and work rather well and it seems a pity to lose either of them.

Antony Rouse produced news, current affairs and documentary programmes for BBC and ITV.

In an age of television, the Press has still not discovered its real role, a conference heard this week

When screen fights print



British newspapers have not come to terms with a world where readers are televisually literate. Addressing a two-day conference on "The State of the Press" this week, Vic Davies, research director of media buying agency, The Media Business, said the popular press was still stuck in an attitude of antagonism to television — emphasizing aspects such as the amount of violence on TV, while culling the medium for Dirty Den-type material.

Some mass circulation papers seemed to adopt a comic-book style, but Davies suggested that appearances could be deceptive. Colour — as in *Today* under Eddie Shah — had been thrown at papers instead of design and "real editorial product". As for the product itself, with its emphasis on exclusives, it had changed little from the days of

the *Pall Mall Gazette* a century earlier.

Davies said that quality papers like *The Independent* had devoted more resources to presentation. But this was ironic, because they had ceased being newspapers "in the old sense of bringing major news on an exclusive basis". They had lost that role to television and, responding to the electronic age, had become analysts, rather than reporters, of events.

Newspapers were also slammed by Davies for their approach to advertising. As both television and print strive for more specialist audiences they need to be able to tell advertisers not only how many viewers/readers they have, but also how attentive they are. TV has tackled this through its Audience Appreciation Index Data. Newspapers have not. They

still rely, according to Davies, "on the crude counting of heads of Average Issue Readership, a term that in itself was born of an age before we dreamt of media as it is now".

Davies bemoaned the lack of accurate measurement of the supplements which newspapers are disgorging because they need to reach more specialist audiences. (*The Sunday Times* will have 10 sections next month, according to the paper's executive editor, Brian MacArthur, an earlier speaker.) Because of this lack of information, advertisers were not using the Press effectively, often contributing the same advertisement to widely different titles.

Davies said more research needed to be done into fundamental areas such as the difference between looking

and reading. US studies had shown that underachievement in reading was no longer linked to TV watching. He saw a solution of sorts in the convergence of media.

He showed a diagram from the Japan Ministry of Posts and Telecommunications which indicated its main potential growth area as the provision of topical information to small audiences. Davies suggested that newspaper publishers, looking to save on distribution, will increasingly use electronic media — satellites and home-based microcomputers — to "publish" their products. But, he asked, "as it comes up on the VDU and off the laser printer, what are you going to do? Watch the screen or take the printed copy?"

Andrew Lycett

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'The Guardian's embarked on the flip side of the Telegraph's policy'

What do newspaper designers think of the new look Guardian? David Leitch finds out

Like a pack of literary critics jubilantly savaging the corpse of a first novel, the professional newspaper designers have been digging their claws into the re-vamped *Guardian*.

Michael Rand, art director of *The Sunday Times Magazine*, is not a *Guardian* reader by avocation and disliked the first day's paper quite strongly.

"Page 1 is alienating and uninviting," he says. However, by the second day "I was feeling better towards it and quite liked the radicalism". His major dislike remains page 1 and the "eye line" catching spaces, known derisively in the trade as "art holds" and the source of all manner of critical claptrap about "the integrity of white space".

Many people remarked on *The Guardian's* courage. Most papers nowadays are so wary of frightening readers that they launch innovations a bit at a time.

Victor Clark, the consultant who worked on *The Daily Telegraph* until recently, says: "The

Guardian's embarked on the flip side of our *Telegraph's* policy. The most fuss we made was a single column 8 point announcement of small changes."

He feels that the designer, David Hillman, has been brave, but rumours of his Continental inspiration had led to a feeling of disappointment. "In Europe they can teach us a lot about typographical discipline and page composition. But *The Guardian* emphasizes all the wrong things."

Clark's "softly, softly" technique at *The Daily Telegraph* was almost flamboyant in comparison with the design of *The Independent* by Nick Thirkell of Carroll, Dempsey & Thirkell, whose brief had been to create an impression of age and reliability.

David Driver, head of design at *The Times*, was also interested in the continental ancestry of the new look *Guardian*. "British papers have a tradition, and a tone of delivery, which is lost altogether when you go to America and Europe for your inspiration," he said.



Going through the changes: *Guardian* front pages from 1967 (far left), last Tuesday, and the re-jig last Friday

"I'm sorry about this because I am a *Guardian* reader and I think they have made the mistake of going for a superficial design look instead of paying proper respect to content and the geography of a paper. It's as if the main part of the paper has disappeared altogether."

The professional newspaper designers may regard *The Guardian's*

new design as a rash gamble with the future. But John Caswell, chief executive of the marketing and communication studio Optimus, found it entirely in line with what he called "the current trendy High Street look".

"I find a lot of this fast-moving typographical style all over the high street. Look at the logos for

Oddbins, British Home Stores, Next, Benetton, you name it. A paper's masthead and front page should be a badge of neutrality. This looks like a commercial product. It looks smart now but by the 1990s people are going to say: 'Here's the *Guardian* again with its mid-1980s look'."

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MEDIA & MARKETING

The united screens of Europe

How the EEC plans to repel the cultural space invaders

The age of satellite television could bring with it a flood of American imports threatening to submerge Europe's own identity — that is the fear that has prompted the EEC and the Council of Europe to launch a year of cinema and television razamatazz.

It begins next week when Simone Vell, President of the European Cinema and Television Year '88, arrives in London for the premiere of *The Last Emperor*. The film is a suitably pan-European venture. It has a British producer, Jeremy Thomas, an Italian Director, Bernardo Bertolucci, and a Spanish cameraman, Vittorio Storaro, thus encapsulating what the Year is supposed to promote: European co-operation in the face of cultural dominance by the Americans, and technical dominance by the Japanese.

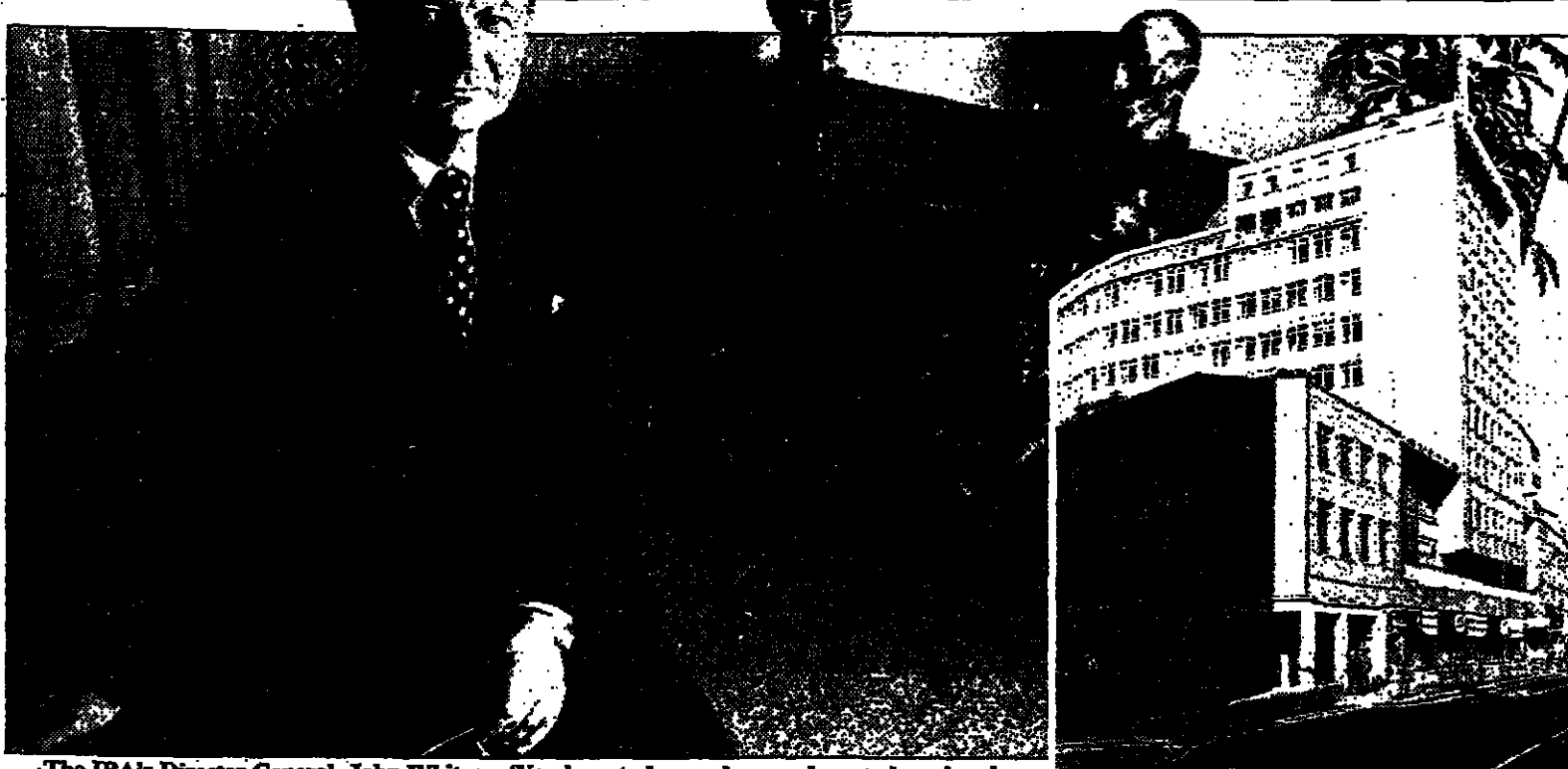
Wulf Stevenson, the Deputy Director of the British Film Institute, is the Secretary of the British Steering Committee. "Cinema and television have their birth in Europe. Now they seem to be passing out of our control," he says. "The Year is an attempt to map out what's happening in Europe and wave a flag for our cultural achievements."

To this end, there will be two levels to the Year: public events and private symposia. The public events will include the introduction of a European Film Contest, to be screened as a television spectacular from Berlin in November.

In Britain the opening of the Museum of Moving Image on London's South Bank this summer will be turned into a Euro-event, and the Leeds and Southampton Film Festivals will reflect the Year in their programmes. There are also plans to found an academy of European cinema and television arts — a European version of BAFTA.

Kate Finch

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The IBA's Director General, John Whitney: "You have to have rules, you have to have laws"

Who needs nanny now?

With television facing radical change, the Independent Broadcasting Authority is under threat, reports Andrew Lycett

Across the Brompton Road the Al-Fayeds continue their assault on Harrods. But in the offices of the Independent Broadcasting Authority, there is no such clean sweeping broom. The IBA, according to a senior independent television company executive, is "a typical amateur British quango, with all its failings". Right now, with radical changes taking place in broadcasting — notably the introduction of satellite television next year — the IBA finds itself under fire. It does not know how to respond, except to point to its record as fairly godmother to one of the best independent television services in the world.

Having turned its attention from the BBC, the Government is looking afresh at independent broadcasting. Home Secretary Douglas Hurd is clearly not convinced that the IBA's history makes it the best organization to oversee new developments. Last year it set up a Cable Authority to handle the growth of cable television in Britain. Last month it handed over the IBA's powers to control independent radio to a new Radio Authority. Although the IBA still nominally has responsibility for satellite broadcasting, there have been strong hints that this will cease.

Why this check on the growth of the IBA? Partly because it is so vast. The Authority employs more than 1,400 people, two thirds of them in its engineering establishment, which maintains 1,754 transmitters throughout the country and an imposing

country house in Hampshire. With this staff it carries out all the nannyish functions of the BBC (in whose image it was created in 1954) without the Corporation's life-enhancing role as a programme maker.

Instead, the IBA is transmitter, broadcaster and regulator. It is the official licence holder on behalf of the ITV companies, obliged to ensure their output and standards comply with criteria laid down in successive Broadcasting Acts. When the IBA is accused of being too interventionist — banning Channel Four's 20-20 Vision programme on M15 in 1985, or preventing Rank's acquisition of Granada in 1986, for example — its Director General, John Whitney, 57, pleads statutory duty.

"A lot is said about our role which should be addressed to the Parliamentarians. You have to have rules, you have to have laws, you have to bring order out of something which is politically chaotic. Our effective-

ness in bringing about order is something we should be proud of."

However, when the IBA turned its hand to radio in the early 1970s, it was out of its depth. In a world where pirates could operate for as little as £250, the Authority insisted on stringent technical standards. Many local independent radio stations struggled to make ends meet. This prompted the Government Green Paper on broadcasting, with its curtailing of the IBA's authority.

The IBA has also been criticized for its performance over the introduction of breakfast and satellite television. It allowed TV-am to change in conception from a mission to explain to a platform for Roland Rat. Such latitude is quoted by critics as an example of the travesty of its expensive franchising rounds. However Whitney believes the IBA provided the right soft-touch regulatory regime to allow breakfast TV to take root.

But shouldn't the Authority have taken a tougher line? "I'm not sure that showing our teeth is by its nature a pleasant sight," says Whitney. "We have to show determination in particular areas."

Over satellite TV, the argument is more philosophical. Why, if satellite operators can broadcast what they like across national boundaries, should terrestrial broadcasters be subject to the negative restrictions of an authority like the IBA? Whitney argues that the Authority played its

usual supportive role, permitting Direct Broadcasting by Satellite (DBS) to proceed after several "false starts".

John Jackson, chairman of the independent production house Molinare Visions, sees it differently. Part of a beaten consortium for the DBS, he says the IBA allowed the winner (British Satellite Broadcasting) to change the basis of its application "bit by bit". Amstrad, one of the original partners, dropped out and others have taken its place. ITN will not now be contributing a news service.

Jackson argues that the IBA should give up its roles as broadcaster and transmitter, and remain simply a regulator. He believes its engineering side has no incentive to pursue technological advances which could result in competition with the IBA itself, particularly in the fields of satellite and cable transmission.

Jackson does not deny the IBA its successes, particularly Channel Four. There are plaudits, too, for certain aspects of the Authority's engineering work; for example, its development of MAC (multiplexed analogue component), now the European standard for satellite broadcasting.

Ultimately, however, Jackson sees the IBA as an anachronism. "It is like Dobbin now. Its shoes will never fit again. It should be put out to grass. The last thing it should do is prepare the ITV network for problems it will face when it is deregulated."

BYLINES

Into the glossy breach

Glossy monthly women's magazines, it seems, can do no wrong — but can a weekly succeed? Carlton Magazines think it can, and yesterday announced the launch this autumn of *Riva* aimed at ABC 1 20-40 year old women. Carlton predict there will be 350,000 prepared to pay about \$9p per week for it. Behind the magazine is an experienced team: Sue Phipps, publisher of *Options*, and Sally O'Sullivan, who steps down as *Options* editor next month (though as editorial director she retains overall responsibility for Carlton's stable). *Riva* will have up to 60 staff, more than half of them in editorial positions. The promotions budget is £3.5 million.

The magazine, Phipps says, will be "a new way for advertisers to talk to women." O'Sullivan says: "We won't just be putting a monthly into a weekly. It will have the quality of paper and production of a monthly, and the excitement of a weekly. New technology is giving us shorter lead times so we will be able to react quickly to the news." She thinks people will still buy the monthlies "for that great big fat read. *Riva* isn't about that joy of wallowing... it's about time-saving."

News plugs

A radio advertising campaign costing £350,000 is a difficult concept for even the wealthy high street banks to swallow. It appears from independent radio's attempts to sell its pioneering Newslink scheme. The scheme offers advertisers 30-second spots in the middle of news bulletins carried on every independent station in the country. It began on February 1, but with only one advertiser, Abbey National, which took one spot a day for 13 weeks. Pat Falconer, the man responsible for selling the airtime, refuses to compromise on the price or to say which of the 140 advertisers to which he has given presentations are now keen to buy. But expect an announcement soon from Access — if the company can get approval from its shareholders.

Peace prize
The United Nations Association Media Prize of £1,000 is given annually to journalists who have used the media "for the furtherance of international understanding as a contribution to developing a more peaceful world". What ever that means. But there is a distinguished team of assessors, including Adam Raphael and Hugo Young. The final selection will be made by last year's winner, Benjamin Pogrand, deputy editor of the *Rand Daily Mail* until the paper closed. On arrival in England he became foreign editor of *Sunday Today* and won the 1986 prize for his articles on South Africa. He learnt he had won on the day he heard that *Sunday Today* was closing.

Private relations

The words "public relations" and "consultant" are nowadays inseparably linked, but there was a time when the most forward-thinking PR people were to be found in the public sector. The Institute of Public Relations is 40 this year. Its first council contained only one PR consultant: most of the rest worked in central and local government. Today, nine of the 20 council members come from consultancies, only three from local government.

Briefing...

Cable TV operators have met to discuss creating a joint ratecard for national advertisers from September: cable systems in Glasgow, Windsor and Aberdeen are certain to participate... The ITV logo is to be redesigned by Michael Peters and partners... The Government is to amend the Copyright Bill to give newspaper publishers, rather than their employees, copyright in newspaper articles and photographs... Merseyside advertisers have threatened to boycott local station Radio City because of a chat show hosted by Derek Hatton... IPC appears to have a success on its hand with its new women's magazine, *Essential*: an extra 150,000 copies of the second issue have been printed, taking the print-run over the million mark... But another German publisher, Burda, is thinking of launching its women's magazine *Carina* in the UK...

Nick Higham



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Public Relations Officer

Covell Matthews Wheatley Architects, now an international Practice, requires an energetic, organised individual to assist with our Public Relations / Marketing activities on a part-time basis for a minimum of 5 hours per day.

The ideal candidate will have at least 2 years experience in Public Relations within the property industry or allied professions.

The package will include a salary of £8,500 (for 25 hours per week).

Please write with CV to:

Frank Talbert,
Covell Matthews Wheatley Architects Ltd.,
19 Bourdon Place,
London W1X 9HZ

TECHNICAL SALES MANAGER

£20,000 + Luxury 21 car + BUPA + excellent benefits package.

This team orientated company, synonymous with products of sheer quality seek your motivational attributes to guide a hard working loyal sales force into maintaining this market leaders position at the forefront of its industry.

Tel: Martin Hamilton (0823) 55341

INTERNATIONAL ADVERTISING EXECUTIVE

£18,250 + choice of car & free world wide travel.

Respected throughout the world of publishing this division of a major group can guarantee three important components to an enjoyable career, security prospects and excitement.

Tel: William Harty (0823) 55841.

or CV's to:
19-21 Clarendon Road,
Watford, Herts., WD1 1JR.

*Austin
Benn*

TAYLOR & FRANCIS LTD

International Scientific and Educational Publishers
London, New York & Philadelphia
requires a

COMMISSIONING EDITOR

to develop the physical sciences list in an expanding books programme. The ideal candidate is likely to be a physics graduate with some publishing experience although other relevant qualifications/experience will be considered. The job will be based in our Basingstoke office and will involve both UK and overseas travel. An attractive remuneration package will be offered. Please apply in writing with your cv and details of your publishing achievements to date to

Malcolm Clarkson, Director of Book Publishing, Taylor & Francis Ltd., Rankine Road, Basingstoke, Hants RG24 0PR.

MARKETING CO-ORDINATOR

(Up to £16,000 p.a. (benefits))

AST Europe Limited is a rapidly growing subsidiary of a major U.S. P.C. systems and enhanced product manufacturer, responsible for the marketing and distribution of AST products to Europe, Middle-East, and Africa.

THE JOB

A vacancy exists in the U.K. Sales Department reporting to the UK Sales Manager.

Principal duties will include the following:

- * Dissemination of new sales/product information. The processing and progressing of UK sales leads. The coordination of availability of Sales Support material.
- * To increase AST's exposure in UK press through editorial coverage and to Research into suitable media and placement of advertising in conjunction with the Marketing Department.
- * Respond to magazine surveys re: product data to be used in comparative articles involving AST and competitive products.
- * Maintain and research data on competitive products and features and make recommendations on new pricing strategies.
- * Conduct research on pricing of competitive products and features and make recommendations on new pricing strategies.
- * Regular liaison with Distributors to co-ordinate and drive joint Marketing programmes.
- * Development and maintenance of databases for Direct Mailing.
- * Conduct specific projects as directed by the UK Sales Manager.

THE PERSON

Applicants should be educated to Degree Level and have a minimum of 18 months to 2 years experience in a Marketing or Sales environment, initiative and the ability to work on computerised systems is essential.

In addition to salary the benefits include profit-related bonus, BUPA, non-contributory pension, free life assurance, 20 days holiday p.a., and other benefits associated with a high tech company.

Please send your application together with C.V. to:

Mr Steven Field, Personnel Manager, AST Europe Limited, AST House, 2 Good Wharf, Bradford, West Yorkshire, WF6 0BA.

MARKETING ASSISTANT

High calibre graduate required for busy marketing department of a British computer company. Ability to work on own initiative essential. Suitable candidate should ideally have background in computers, journalism, press relations. One year proven track record of success in both UK and international computer markets required. Candidate should be fluent in both French and English. Salary of £13,000, negotiable by qualification.

Please reply as per
BOX NO. D40

British Telecom has vacancies in its busy London Studio:

Visual Aids Designer/Technical Illustrator

We are looking for a commercially experienced visual aid designer/technical illustrator to work in our busy visual aid group. The successful candidate will be expected to produce all types of artwork "on the board" as well as operate our in-house computer graphics system to produce text, diagrams and illustrations for use as 35mm and OHP slides. The ability to work under pressure and a willingness to work overtime when called for is essential. Experience in the use of the Dicommed computer graphic system would be an advantage but not essential. Training will be given to the successful candidate if necessary.

Finished Artist

We are looking for enthusiastic people to join our busy Design for Print groups. The successful candidates will have all round knowledge and experience in graphic design, technical illustration, typography and finished artwork production. A knowledge of printing techniques is desirable. All of our staff must be able to work on their own initiatives, liaising with clients and seeing projects from concept through to production of clean and accurate finished artworks.

Exhibition and Display Designer

For this post we are looking for a hard working and commercially experienced person who has flair, imagination and is used to working to tight deadlines. The designer will be working on displays for both internal and external use to laid down British Telecom guidelines. The person must have the ability to carry through design work to finished artwork stage. He/she will be working in a small team within the British Telecom Visual Communications Studio.

All candidates must have at least three years commercial experience and have a City & Guilds Certificate in Design for Print or in Technical Graphics, or an equivalent or higher academic qualification.

Starting salaries (including London Weighting) will be within the range of £9,590 - £11,586 depending upon age, rising to a current maximum of £13,855. Benefits include 4 weeks holiday and a contributory pension scheme.

For an application form phone Steve Hogben on 01-250 7452 or Anne Darby on 01-250 7455.

British Telecom is an equal opportunities employer.

British
TELECOM

TELESALES PROFESSIONALS EARN £20,000 IN FIRST YEAR!!!

Charterhouse Supplies Ltd and VBK Computer Supplies Ltd have united to become one of the leading suppliers to the modern office.

This means we have an immediate requirement for professional telesales people.

If you want to join a company of top performers in a dynamic organisation which can offer excellent earnings potential and career growth, then join us in an exciting and friendly environment working with other committed and successful young people.

FOR AN IMMEDIATE INTERVIEW PLEASE RING:

SHARON COLE ON
01-831 3031

Telesales - Career Move

Essex

We are a fast growing subsidiary of a multi-million dollar American corporation operating in the DEC services market. We are looking for an experienced sales person based at our office to service and build upon our customer base. Ideally you will already be working in sales in the computer industry, but training is available for the right person, perhaps from media sales.

Your essential qualities will be boundless enthusiasm for

Computer Industry

hard work, the initiative to develop new business and the potential to grow with this young dynamic organisation. Prospects for the successful applicant are exceptional. Apart from the impressive basic salary and commission you will be joining a company at the start of a major growth sequence. This means there are splendid opportunities for career advancement.

Q

Q Advertising Confidential

Reply Albany House,
324 Regent Street,
London W1R 5AA.

In the first instance please write to Tom Bowman enclosing a full C.V.

SENIOR ADVERTISEMENT SALES

Pensions World, the leading monthly for all those concerned with pensions provision is seeking a successful sales person to join a small professional team based in the Croydon office of Tolley Publishing.

The successful applicant must possess the necessary skills to sell advertisement space to both clients and agencies, principally in the financial sector.

While previous sales experience within the financial sector would be an advantage, energy, enthusiasm and above all, a clear understanding of professional sales techniques is of equal importance.

We offer an outstanding package comprising an excellent basic salary, commission, company car, pension scheme and other benefits.

Telephone or write with c.v. details to:

David Levitt, Advertisement Manager

Pensions World

Pensions World
Tolley Publishing Co Ltd
Tolley House
17 Scarbrook Road
Croydon, Surrey CRO 1SQ
Tel: 01-886 9141

SALES! CONSULTANTS! ENGINEERS!

We need you to start on Monday or A.S.A.P.

Our client, BLUE CHIP Multi-National Computer Systems House requires executives with the ability to generate a minimum of 10K gross profit per month in revenue and in return they will guarantee you an income in excess of £40K.

Please phone us on 01-874-7277 for more details.

Icc Recruitment Consultants,
70 Upper Richmond Road,
Putney, London SW15 2RP

CAREER OPPORTUNITIES IN THE SUN

GLOBAL GROUP OF COMPANIES has a number of sales/public relations and canvassing positions in Spain and Tenerife. We can offer you excellent earning potential, sunshine and a great future as part of an internationally recognized development and marketing team, number one in its field.

We are looking for people aged 20-36 who have the following qualities:

- CONFIDENCE
- INTELLIGENCE,
- AMBITION,
- GOOD APPEARANCE,
- SELLING POWER,
- WILL TO SUCCEED.

If you can speak Dutch or Scandinavian even better.

If you are sure you can make the grade we would like to meet you. A recruitment seminar will be held at The Selfridges Hotel, Orchard Street, off Oxford Street, London, (Marble Arch tube). 7.30pm, Friday 19th February 1988.

CONCORD FASTENER INDUSTRIES LIMITED

require

AMBITIOUS SALES PROFESSIONALS (LONDON and HOME COUNTIES)

We have reorganised our sales department and require two energetic, self motivated sales professionals for the above areas, to sell quality men's and ladies' garment related and accessory leather products to leading High Street Stores.

You will have experience in a similar post or within a garment manufacturing industry, with proven ability of negotiating with Senior Buyers of major retail and manufacturing houses.

The position offers: an excellent financial package, company car, expenses and usual benefits.

Please send full CV to the Managing Director, Concord Fastener Industries Limited, Connaught St, Kettering, Nthants NN16 8NV.

OPPORTUNITIES IN SALES AND MARKETING

International Advertising Sales £17,400 + car

Major group involved in TV advertising and publishing seek 3 experienced Sales people (1 year min). Benefits include basic of at least £11K + OTE £17,400 which is guaranteed during extensive training. Choice of car and genuine early prospects for progression.

Telephone Sales Manager c£16,000 + comm

A new and important role leading a team of 4 sales execs selling in the exhibition and publishing industry. Superb prospects.

Telecomms Major Acts Exec £22,000 + car

Market leader involved in the prestige end of this fast expanding industry. High basic, prestige car and a number of benefits one would associate with a company of this standing. We constantly seek quality candidates for quality sales and marketing positions.

Please phone Don Linstead on 01-409 1239.
DLA Rec Cons.

INTERNATIONAL TELEPHONE SALES

Package to £35,000 - good basic - West End location

London based publishing arm of a substantial and successful Public Company requires four highly professional salespeople reporting to the Publication Sales Manager. You will have extensive professional experience of high value telesales at director level.

This is an outstanding opportunity offering virtually unlimited career progression with an acknowledged leader in the publishing industry.

To apply, please telephone or write in strictest confidence to:

Michael Delaney quoting reference J/1
(tel: 01 724 9010)
GPI, West Garden Place,
Kendal St, London, W2 2AQ.

PEARL & DEAN PUBLISHING LTD.

ADVERTISING SALES EXECUTIVE

An established and fast growing publishing company are seeking an Advertising Sales Executive to sell a major series of business to business publications.

The right candidate will have two years minimum sales experience preferably in the business to business directory field. He or she will have had a formal sales training and proven record of target achievement.

The forthcoming publishing schedule will mean considerable travel throughout the U.K., presenting to both National and local advertisers and their agencies.

The package includes a good basic salary, an excellent commission package and a company car.



All enquires should be directed to:
Jo Copper or Karen Haskell
City Recruitment Consultants
58 Houndsditch
London EC3A 7DL
Tel: 01-423 4688

ADVERTISING SALES ON TARGET EARNINGS £40K p.a.

The launch of a series of major international titles has created opportunities for effective ambitious sales people. If you are able to talk to senior executives in a professional and convincing manner then we would like to talk to you.

There are likely to be early management opportunities for the most successful applicants.
In the first instance please call David Conway or Ben Crocker on 01-240 1515.

GRAPHIC DESIGNER

Assistant to Art Editor.
Primarily 1 year experience.
4 weeks holiday, 12% salary
bonus.

Send c.v. to Art Director,
Times Books,
16 Golden Square,
London W1R 4EN.

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TUNITIES
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OF COMPANIES has a
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in Spain and Tenerife
excellent earning potential
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People aged 20-35 who
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IOUS SALES
SSIONALS
HOME COUNTIES

our sales development and
training courses for
sales staff and sales
management. We also
offer a variety of
other courses and
seminars.

Industries Limited, Connaught
Road, London NW1 6SN.

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ND MARKET

Managing Sales Director
and Marketing Manager
are required for a
leading international
company. The successful
candidate will be
responsible for the
development and
management of the
company's sales and
marketing activities
in the UK and
overseas. The
candidate should
have a minimum of
10 years experience
in a similar position
and a degree in
Marketing or a
related subject.
For further details
please contact
Mrs J. Hicks
on 01-493 4053.

Registered on 01-493 4053

INTERNATIONAL
PHONE SALES

in £35,000 good basic
salary and location
benefits. The successful
candidate will be
responsible for the
development and
management of the
company's sales and
marketing activities
in the UK and
overseas. The
candidate should
have a minimum of
10 years experience
in a similar position
and a degree in
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related subject.
For further details
please contact
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VERTISING
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on 01-493 4053.

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on 01-493 4053.

Continued from page 21
01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

Partners Legal PA/Sec

Near Blackfriars £13K + bonuses

Our client is one of the leading City Firms of Solicitors, with a friendly working environment, and is seeking an experienced legal audio secretary for their Commercial Property Department.

You should be smart, well-spoken, a good organiser, with a calm unflappable personality and fast, accurate secretarial skills. This is a varied and interesting role which offers lots of opportunity to use your initiative.

A competitive salary and benefits package is offered, as well as attractive modern offices in which to work.

Please write enclosing your CV and telephone number to Sian Peacock, MSL Advertising, Pilgrim House, 2-6 William Street, Windsor, Berks SL4 0BA. List separately any companies to which you do not wish your application to be forwarded. Or telephone, quoting reference RAM/90/9, on (0753) 842044.

MSL Advertising

Secretary

with good admin skills

Kingsbridge to £10,500 + LVs

PA is one of the world's leading management and technology consulting groups. We have reorganised our recruitment activities and created a group dedicated to executive search.

Your main role is to co-ordinate the work of two senior search consultants. You will have a lot of contact with clients and candidates, however, the pace can be hectic and there will be times when there is a lot of typing.

This will suit a second-jobber with audio and word processing skills - cross-training on to Wang will be provided. Flexibility, common sense and a good telephone manner are essential.

Hours are 9-5.30pm and we provide, in addition to a competitive salary, LVs, subsidised membership of a health club, and 23 days' holiday.

Please send a CV quoting current salary to Sally Frampton.

PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Telephone: 01-235 6060.

Topstream Temporaries are Guaranteed £245 per week

If you are an experienced Shorthand or Audio Secretary with Word Processing skills and want interesting and varied temporary work, telephone Sheila Manning.

Thames Temporaries Ltd. 01-491 4764/4844

P.A. TO M.D.

Our client, the successful securities arm of a leading-edge blue chip merchant bank, is seeking a committed P.A. to work for their Managing Director. A 'Securities Man' who has taken on more operational responsibility, he is charming but demanding and needs to be organised completely. The role calls for initiative, strong communications skills and the ability to be charming yet assertive when dealing at all levels. The position will suit a professional, able to cope with shifting deadlines and priorities who is happy in a fast-moving environment. A good education, excellent presentation and sound secretarial skills (100/60) are prerequisites for the job. Age indicator: 25-32. Financial experience is preferred.

GOLD FINGER
to £14,000 plus mortgage subsidy

MacBlain Nash
Recruitment Consultants

Please Telephone 01-439 6477

PA WITH DYNAMISM AND FRENCH!

c £12,000 + benefits

A wonderful opportunity has arisen for a PA with an enquiring mind and a friendly, flexible personality.

Our clients, 2 Vice Presidents of a small, well-established City bank, will appreciate your involvement in their business. Good French is vital as there is constant liaison with clients. A wide range of duties will include the prompt follow-up of projects and daily arrangements as well as use of your general, excellent secretarial experience. This is much more than a 'banking' position and your efforts will be truly rewarded.

English shorthand essential. Age: 21 +

GO DUTCH!

c £10,500 + superb benefits package

Use your fluent DUTCH and excellent typing skills to assist the Head of the Dutch Link Department of this large international bank based in the City.

An extremely varied and interesting position where there will be plenty of opportunity for you to use your language knowledge and secretarial skills (including DUTCH word processing) in an international and professional environment where the rewards are excellent.

In addition to the usual banking benefits, there is free travel and paid overtime.

Age preferred: early 20's.

PA

PA Personnel Services

Executive Search - Selection - Personnel Consultancy

OFFICE SYSTEMS RECRUITMENT

SENIOR WP SECRETARY - £12,000

Calling all Secretaries with experience of working in an Architectural practice and 100wpm shorthand. Our client based in Chelsea needs you to assist two of their partners in the day to day running of the office. Dealing with office publicity, compiling brochures, and generally being in a front line position are just some examples of what you will be doing. Cross training on Wordcraft software available.

PARTNER'S SECRETARY - £12,000

This very prestigious City based firm currently has a number of openings at a senior level. Ideal for you with your shorthand/audio/PA skills to work in this highly responsible, varied role. A mature, flexible approach will help you secure this position. Good benefits.

SHORTHAND/WP SECRETARY - £10,700 + BANKING BENEFITS

This major City based organisation offers the ideal opportunity for a 2nd jobber with solid secretarial skills (80-100wpm) and WP experience to become involved at a Senior level. You will be working alongside one other secretary in a comfortable office environment and undertaking a varied workload.

Call Ranka Jones or Sarb Chowdry on 439-4001

City of Westminster

An equal opportunity employer

International Secretaries

01-491 7100 01-491 7100

GRADUATE TRAINEE MERCHANDISER £8,500

NUMERATE GRADUATES

are required by our clients, one of Britain's leading Fashion Groups, to train for a career in merchandising. You need to be under 25, with a genuine desire for a future in the Fashion Industry, some work experience in a fashion or figures orientated environment is helpful, but not essential. For further details please phone:

PREMIER CREW PERSONNEL
01 493 4053

MAYFAIR PROPERTY £11,000

New Property Director in powerful PLC needs someone he can really rely on. Suit to a few 25-30 yr old good at organising. Audio/SH/WP skilled.

SENIOR PA
up to £13,750

From every angle this is a perfect PA position. Development/Marketing Director in Picoadvis trusts experienced, educated person 25+ to make decisions, supervise a junior. Highly confidential. Polished skills please.

Please phone KAREN LEVINE on 01 434 0883 or call in to meet her at 12 Swallow St, Piccadilly, London W1.

Office Angels
RECRUITMENT CONSULTANTS

Grimley JR Eve

CHARTERED SURVEYORS

Our busy expanding Mayfair practice requires:

3 EXPERIENCED P.A. SECRETARIES
Audio, W.P. and Shorthand secretaries who will enjoy full P.A. involvement.

"WORDSTAR" SECRETARY
Ideal secretarial vacancy for someone who likes lots of word processing and very busy atmosphere.

JUNIOR SECRETARY
for administration department with lots of variety and chance to improve secretarial skills.

Please telephone or send C.V. to Mrs Nelson (no agencies please).

01 493 5999
11 Hill Street, London W1X 7FB

P.A. in the truest sense

If you're already working at a senior level with a major company, the chances are that you'll already have heard of Excell Communications, because we are the highly professional company who market the executive M2 Pocketphone.

We are looking for a thoroughly responsible, efficient and well-organised person to act as a P.A. in the truest sense for our hard-working, no-nonsense Sales Director at our new London Offices.

Naturally you'll need first class secretarial skills including shorthand and typing, but equally important is your mature outlook, your strong, confident personality and your ability to cope under pressure.

You can expect a most generous salary, along with a range of benefits which includes 4 weeks' holiday and a private medical scheme.

To apply, please write with full career details to:
Linda Marks,
Sales Director,
Excell Communications Limited,
Euston House,
Euston Street,
London NW1 2ET.

EXCELL COMMUNICATIONS

PERSONAL ASSISTANT

U.S. Real Estate Company, Berkeley Square

Our present PA is leaving the Company on maternity leave and we are seeking a full-time permanent replacement to work with our 2 Vice-Presidents in London. Applicants should be 'A' level educated with recognised secretarial qualifications, including shorthand and W.P., and a good knowledge of German would be an advantage, as would experience of working at Director level. Salary range £13,500/£15,000 aae, plus excellent benefits. Applications with CV's to:

Mrs J. Hicks
Coldwell Banker Real Estate Group
49 Berkeley Square
LONDON W1X 5DB
Tel: 01 409 3230
(No Agencies)

COLDWELL BANKER

West End Antique Jewellers

urgently require a
SALES ASSISTANT

21+, some experience an advantage, references essential, salary negotiable. Please telephone

Days
01-493 0224

Evenings
01-459 6973

ADVERTISING £10,000

Do you want to work for an Ad Agency that has won many awards for direct marketing than any other Agency in the United Kingdom?

Working in "designer" offices, for their newest account group, you will enjoy complete involvement and be given the chance to prove your true abilities, and put your excellent secretarial and organisational skills to full use.

If you want the excitement and challenge of being part of a young, successful and expanding agency, you could be the ideal candidate.

Skills: SH typing + good WP. Two years experience.

01-925 0139
Recruitment Consultants

CHAIRMAN'S OFFICE

An outstanding Junior Secretary (aged between 19-22) is required to work in the Chairman's office of a major international Public Relations firm.

This is a rare career opportunity for the right candidate. We will be looking for someone with exceptional maturity, discretion and intelligence to meet the special requirements of this exciting position. And we are prepared to pay a salary of up to £9,500 for the right person.

If you feel that you have the qualities we're looking for write in confidence to Box No K02.

P.A. to Managing Director

Leading U.K. Merchant Bank
£14,000 + Banking Benefits

Our client is seeking someone with relevant experience to work with him in this highly motivated and pressured environment in the true style of a P.A., thereby smoothing the path for this dynamic individual.

A pre-requisite is the desire to take responsibility in the true style of a P.A., thereby smoothing the path for this dynamic individual. Education to 'A' level standard and a smart appearance are absolute essentials for the successful candidate, as is the personality to remain charming and supportive at this, the sharp edge of the Capital Markets.

Age range: 25-30
Shorthand is essential.
Please call us for further details on 01-439 6021.

HAZELL STATION
RECRUITMENT SPECIALISTS

MEDIA - FINANCE - ADVERTISING - SALES - PERSONNEL - MEDIA

La Crème

SECRETARIAL RECRUITMENT CONSULTANTS

Are you a PA with time on your hands?

Then you might prefer the challenge of the responsibility that this charming Director only too pleased to delegate. His role encompasses interesting administration, so there's never a dull moment. If you are c25+ with shorthand, audio, WP and admin. talents and desire a salary of c£13,000 pa, enhanced by super City offices please contact Joanna Ball.

01-491 1868

RETAIL

ESPRIT

Retail Sales/Cashiers if the style and fashion business appeals to you and you have experience in retail sales or cashiaring, send us your C.V. We are an equal opportunity employer and are currently looking for qualified people. Esprit UK, 7 Hester Road, Battersea SW11 4AN, attention Alison.

SECRETARY

required for a National Childrens Charity based in Central London.

The postholder will join a small administrative/secretarial team to support consultants in offering an innovative service to Local Authorities and voluntary agencies caring for children and their families from a range of ethnic backgrounds. Salary based on Local Government scale £9,000 - £10,488 including London Weighting. For further information, contact:

The Bridge Child Care Consultancy Service, Market Towers, 1 Nine Elms Lane, London SW8 5NL 01-627 4607.

AGENCY VICE PRESIDENT £11,000

Our prestigious multi national W1 Client need strong, upmarket PA/Sec to work with demanding, involving Client. You need to be able to arrange your boss's busy schedule. Good sh/typ, will train WP.

AGENCY M.D. £13,000

This medium sized agency in W1 need a young but experienced PA/Sec for their Managing Director. Exc skills and the ability to prioritise and work for a dynamic, demanding man essential.

Call DONALD EWING OR SALLY NUNN
10A James Street, Covent Garden, London WC2E 8BT.
Tel. 01-240 5931

DIRECTOR'S SECRETARY

Publishing - Kensington - c£11,500

Working with the Commercial Director in this well known group, you will have plenty of scope to use initiative and get involved. Good skills (audio, sh/h + ideally WP/PC) will need to be accompanied by energy, lots of common-sense, and a business-like but adaptable approach. Junior secretary to assist.

Rewards include c£11,500 p.a. to start, July review, and 5 weeks holiday.

Experienced (22+) well-presented, articulate candidates please send full CV with daytime tel.no. to:

Vanessa Godsmark
Kingsland Personnel Consultants
Kingsland House, 133-134 Regent Street
London W1R 5FE

DESIGN £12,000

A leading international design group are currently recruiting a senior Personal Assistant for their Managing Director. As well as running the Director's diary, arranging her travel, arranging meetings with both clients and internally, the Director does like to delegate. Therefore a marketing or design background would be helpful.

You will enjoy working in a dynamic office in West London, and benefit from the Company's many facilities like an excellent subsidised restaurant, and free car parking.

Skills: 80/60

01-925 0139
Recruitment Consultants

MISON

RECRUITMENT SERVICES

SECRETARY - RUSTY SHORTHAND

PERSONNEL DEPARTMENT - PRESTIGE MERCHANT BANKERS

c£10,000 + BONUS

Our Clients have requested that we recruit a young, polished, well educated secretary to work for a busy Personal Officer with responsibility for their large advertising area. This position offers considerable advancement, confidentiality is essential and the salary is based on all.

01-583 5441
Ludgate House, 107-111 Fleet St, London EC4A 3AE.

PERSONNEL BACKGROUND ? FUTURE SUCCESS!

You have a minimum of 2 years experience of recruiting staff as a personnel officer or manager, plus a positive attitude and an enthusiastic personality. As a consultant with us you will manage your own desk but have the support of your colleagues. Your energy and expertise determine your job satisfaction, career progression and salary package of £16,000 - £20,000 +.

Call Lyn Cecil on 439 7001

SECRETARIES PLUS

ELOQUENT PA

£12,000

An extremely polished PA is required to help run the show of this upmarket Design Consultancy based in the heart of London. You will be liaising extensively with clients, so first-class communication skills and an excellent presentation are essential. A non-smoker and driving licence essential. Salary of 100/60.

01-938 1846/1718
MASTERLOCK RECRUITMENT

01-481 4481

LA CRÈME DE LA CRÈME

01-481 4481

JOBSLOT

DRAKE

PERSONNEL

A
MARKETING
MOVE IN
CROYDON

Utilize your day-to-day secretarial skills but help market this prestigious building company's name working directly for the Managing Director. This is the job for a well-groomed, outgoing secretary/administrator. If you want involvement and satisfaction this is the company for you.

Call Suzanne Keema on 01-688 5698

ORGANISATIONAL
FLAIR

This confidential role requires your superb organizational skills to organise high-powered meetings and be totally involved in assisting the group secretary of this diverse holdings group. Executive secretarial expertise coupled with professionalism is required for this excellent position. Interested?

Call Jackie Mills on 01-623 1226

TAKE ON THE
CHALLENGE

Would you describe yourself as polished and professional yet vivacious and outgoing? If so, the position within the litigation department of one of London's top law firms will delight you. Take this opportunity to develop your skills and have a satisfying career. For this excellent opportunity.

Call Virginia Deyong on 01-629 4031

INTERIOR
DESIGN

Our client requires a person to "hold the fort" for a senior administrator. Produce promotional material, cost particular jobs and take sole responsibility for the office. Drive and the ability to work on your own is essential for this varied and exciting role in this prestigious company.

Call Francesca Peters on 01-831 0666

FAMOUS
NAMES

Meet a host of well-known sports personalities, TV stars, disc jockeys and many other interesting people. Use your audio and WP skills as secretary to a friendly executive and learn about the exciting world of business. All this and more can be yours! If you think you have got what it takes to succeed.

Call Sue Gallienne on 01-734 0911

RESEARCH
ASSISTANT

Based in St. James, the director of this renowned research organisation requires an assistant with initiative, flexibility, typing/shorthand and a high degree of self-motivation. Profit share and cross-training on Word Processing plus prospects are yours if you fit the bill.

Call Judy Lewis on 01-834 0388

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Seminars, conferences and company lunches require your proven organisational skills. Able to work very much on your own initiative you will have your own areas of responsibility to cover. You are confident, committed and thrive in a pressured environment. Secretarial skills needed.

Call Sangeeta Puri on 01-221 5072

PR SECRETARY

If you have the ability to research into conference venues, organise and attend press conferences and look after two junior secretaries. Can you also conduct all the interviews for secretarial vacancies and attend executive meetings? If so then this excellent position could be yours. With WP and shorthand make this a superb career move into consultancy.

Call Liz Drake on 01-734 0911

PA TO
EDITOR

Be there from the start at the launch of this new prestigious ladies' magazine as PA to the editor. You'll need to be calm throughout the promised razzamatazz, efficient in your arranging of functions. Your maturity and experience will ensure that before long you'll be office manager. Free BUPA, pension scheme and an exciting future.

Call Liz Bloom on 01-834 0388

MEET THE
CHALLENGE

The MD of this expanding corporate finance company needs your PA talents, ambition and forward thinking. Train in helping on business matters, you will also have to liaise with clients, and show your initiative by compiling your own correspondence and providing your excellent shorthand/secretarial support. If this sounds just up your street.

Call Helen Thomson on 01-623 1226

Be seen with the right company

new venture SEC/ADMIN/GRAD £12,000 Grad. or 'A' level qualified with experience in office work and would like to get involved with analysis of data together with secretarial duties. This is a new position, would ideally suit someone who would like to organize the office on the side. Please ring Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)	new venture ADMIN/SEC £11,000 A Future Market in IT has a vac for a French/English admin. Sec. with client contact, on the tel. with French W. Africa. As this is a new position, would ideally suit someone who would like to organize the office on the side. Please ring Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)	new venture LEGAL SEC 25+ £12,000 This large firm of Solicitors in W1 has a vacancy for a trained legal sec. working for a Partner. Must have at least 2 years' legal exp. Rusty a/c useful, though not ess. 2 salary reviews yearly and annual bonus. Please ring Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)	new venture INTERVIEWER £18,000 Sm. Independent City based Agency is looking for a well spoken confident person to become one of a small team placing permanent staff. Personnel or past Agency exp an advantage. Exp. to further the career in this busy but very friendly office. Please ring Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)	new venture 2ND JOBBY DEP. MD SEC £8,500 a/w Accuracy is a must for this position, working for the Deputy M.D. of an Underwriting Co. in the City. Would suit a 2nd jobber who would like to further their career in this busy but very friendly office. Please ring Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)	new venture ADMIN S/P SEC TO £14,000 Snr admin role (some basic sec work) for City Communications Co. Nursery, skills of 90/80, grad. or 'A' levels a must. Lots of potential. Call Stephanie Collins on 01-688 4951. NEW VENTURE (SEC CONS)
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Run your own temporary business though with support and encouragement given whenever necessary. We are professional, young, dynamic and friendly with an aptitude for hard work & success.

With exciting go-ahead plans, excellent package including profit share and company car (after a given period), a consultant with flair and entrepreneurial spirit should NOT miss this opportunity.

Ring now in confidence on 734 6425 or send a CV to Linda Watts 61 Oxford St, London W1.

uptown

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Director's P.A.

£12,114 - £12,867 p.a.
inclusive of London Weighting

Don't believe all you hear about Local Government. This important post provides as much of a challenge as those in the private sector. Merton has taken bold steps in setting up the Development Department to provide a focus for promoting development and protecting the physical environment. The Director needs a quick-witted, persuasive and capable P.A. to help him manage the Department which comprises all the professional functions associated with development, eg those of Engineers, Valuers, Planners and Architects. The variety and scope of work will be wide and will include matters of a highly confidential nature.

A high level of commitment and performance will be expected and candidates should be able to demonstrate an understanding of top management activities and possess the appropriate skills in support services, administrative and secretarial.

Informal enquiries may be made of Chris Carter (Director) 01-545 3051 or Maggie Capon 01-545 3154.

Full written applications (no forms) should be sent to the Director of the Development Department, Crown House, London Road, Morden, Surrey SM4 5DX so as to arrive no later than Friday, 4th March, 1988.

Further information about the post and other details are available on request 01-545 3152/3 (24 hours).

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All applications will be considered on their merits.THE ALLIED ENTERTAINMENTS GROUP PLC
P.A. TO EXECUTIVE CHAIRMAN

The Allied Entertainment Group is a leader in the leisure field, specialising in concert promotion, film, video and property development.

We are seeking a Personal Assistant to the Executive Chairman with excellent secretarial qualifications, shorthand essential. Applicants should be aged between 25-35 and have a minimum of five years experience. A background in the film and video field would be useful.

This very demanding position requires a person who is capable of working under pressure and on their own initiative.

Salary is commensurate with position.

Candidates should write in the first instance, enclosing full career history to:

Fiona Ellison
The Allied Entertainment Group p.l.c.
Aven House
360 Oxford Street
London W1N 5HA

Designs Classics

£15,000 - PA role

Front-line opening for a polished, mature socially-confident individual with this small, flourishing Design Consultancy. Working alongside two of their founding Directors you will be fully involved in Design Projects: from liaising with existing and prospective clients through to ensuring the work is out on time. Opportunity to gain a high-level of job satisfaction. Sound keyboard skills (inc WP) requested. A Marketing background and languages useful. Lovely Mews Offices. Age 27-36. Call 01-409 1232.

Recruitment Consultants
to the Communications Industry

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£12,000 plus benefits

Due to a promotion, our client, a world-renowned Whisky manufacturer offers a brilliant front-line opportunity for an articulate, mature and professional individual. Based in sumptuous Mayfair offices you will be working alongside their dynamic New Product Director in a full support role: liaising with ad agencies, design consultancies and PR companies; co-ordinating projects with Market researchers; etc. Excellent prospects. Age 25+. "A" level education and confident (100/60) skills requested. Call 01-493 0713.

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MERRYWEATHER

RECRUITMENT
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W1 - OTE £20,000

We are a long established, expanding upmarket agency with an excellent reputation for supplying well educated, high calibre secretarial and related staff.

We are now seeking a highly motivated, well spoken, ambitious person to join our permanent staff section.

Applicants must be aged 22-27 and have a minimum of 1 years previous interviewing experience, ideally in the West End.

Very generous salary package with the genuine ability to earn well in excess of £20,000 p.a. if you believe in high standards of professional service please phone Jenny on 255-1236.

(All applications will, of course, be treated in strictest confidence.)

NATIONAL TRUST

Southern Region Office

Polesden Lacey, Dorking, Surrey

Secretary needed to assist Historic Buildings Representative for Southern Region. The Representative is the curator of 10 country houses including the great collection at Penworth. An interest in works of art, as well as proven secretarial and administrative skills, is required. Fast, accurate audio and shorthand essential: word processor experience desirable.

Salary £6,712 to £7,270, Grade 9 plus contributory pension scheme. Please write enclosing CV to Roberta Chapman, Historic Buildings Department, The National Trust, Southern Region Office, Polesden Lacey, Dorking, Surrey RH5 6BD. Closing date March 3rd 1988.

EXPERIENCED
SECRETARY

Ideally aged 25-35 years required to work for 2 partners and a team of architects involved in various projects in a busy practice in Chelsea. Full range of secretarial skills essential including shorthand and wordprocessing.

Salary negotiable, but will reflect age and experience.

Please telephone Marion Guerin on 01-351 3882

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to £12,000

Join one of the world's leading market research companies as PA to the Director of Communications. You will be involved in internal PR, conferences, press releases and other work. Prospect role to develop beyond the secretarial role if you have good typing (60 wpm) and WP experience.

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c.£12,000

Our clients a successful firm of insurance brokers seek a Secretary/PA to an American Director. He is an active broker so is often out of the office and will expect you to hold the fort. You will be constantly liaising with clients in the USA, setting-up extensive travel itineraries and completing your own correspondence. 80/50 skills and WP experience required.

EARLY/LATE APPOINTMENTS CAN BE ARRANGED
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• Elizabeth Hunt •

Recruitment Consultants
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Newly formed West End based
Investment Management Company
needs a

TOP FLIGHT PA

to work with the two founder Directors.

Enjoy constant liaison with major international clients and accept responsibility for establishing and managing office systems. Good interpersonal WP and audio skills essential. £11,550 negotiable.

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RECEPTIONIST SECRETARY

to make up a key part of a busy team of young designers. 50 wpm typing, good telephone manner essential.

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Contact Belle Cowie on 229-7236.

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Full time, 9-5, 40 hrs/week. Must be a good typist, 60 wpm, and have good shorthand skills. Must be able to handle a high volume of correspondence. Must be able to handle a high volume of correspondence. Must be able to handle a high volume of correspondence.

01 409 0744
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SECRETARY

£14,000

Finance Director of West End based clothing company seeks personal secretary with knowledge of shorthand, WP etc. 37 1/2 hour week. Please telephone 01-437 0221 (no agencies)

West End Office
408 1461
ANGELA MORTIMER

SECRETARY/PA

FOR INTERNATIONAL PUBLISHING COMPANY

International Thomson Publishing Limited, a division of the International Thomson Organisation Limited, is looking for a Secretary/PA to work for the Commercial Director and the Strategic Development Executive.

A flexible and responsible approach is needed in this job where you will be involved in working with publishing companies in the UK, Scandinavia and Australia. An ability to deal with confidential work is also necessary. You will also be involved in making travel arrangements. No shorthand but WP skills are essential. Mid to late 20s.

Pleasant offices in Knightsbridge.

Negotiable salary, 5 weeks holiday, staff discounts and luncheon vouchers.

Please send CV to:

Mr John Woodford,
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Would you enjoy the challenge and responsibility of helping to set up a young and dynamic service company?

As the pivot of a small team which forms the executive search consultancy, you will initially be organising the new office and setting up systems. Once established, you will need to look after candidates, deal with confidential client information and handle the secretarial work for the consultants.

As part of a growing company there will be plenty of opportunity for involvement. If you are bright and enthusiastic, with a minimum of 2 years' secretarial experience, please telephone us.

Shals:
Typing: 60 wpm
Age: 25-35

West End Office
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ANGELA MORTIMER

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(no agencies)

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for anyone elseThe Standing Conference on Schools'
Science and TechnologySECRETARY/PA TO
THE CHIEF
EXECUTIVE

SCSST's chief executive requires a secretary to help him administer this fast growing national body promoting science and technology in schools. The post requires good organisational skills, initiative and the ability to deal with people at all levels. An interest in education an advantage. Salary negotiable from £10,500.

The successful candidate will be over 23, educated to 'A' level standard and have first class secretarial skills. WP experience desirable.

Write with CV to:

Joanne Smith,
SCSST,
1 Birdcage Walk
London SW1H 9JJ.

Telephone: 01-222 7899 ext 320

SOCIETY OF FAMILY PRACTITIONER COMMITTEES
PERSONAL ASSISTANT/SECRETARY
c. £10,200 - £12,200 + Pension

The Society represents the 98 English and Welsh Family Practitioner Committees responsible, within the National Health Service, for the 4 main primary care services - General Practitioners, Dentists, Pharmacists and Opticians.

An experienced, hardworking, unflappable P.A./Secretary is required by the Society's Secretary to help run the newly established Central London office. Responsibilities include organising the Annual Conference for 400 and handling media enquiries. You will need to possess the whole range of secretarial skills (including P.C./word processor) and have the ability to turn your hand to any job.

For further details and an application form, write to:

W.D. Day Esq.,
Secretary,
Society of Family Practitioner Committees,
75 York Road,
Waterloo,
London SE1 7NT.

Or telephone 01-620 1474.

Closing date: 4th March 1988.

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To £14,000

Lovely offices in SW1 will be your base as the enthusiastic and untappable personal assistant to the Managing Director of this very successful investment/property company. Your varied duties will include supervising the boardroom and chauffeur, organising a complicated diary as well as providing secretarial back-up. Your experience at board level, a mature confident approach and good presentation will be indispensable ingredients for this busy and involving job. Skills 60/40/100/100 essential. Age 24+. Please call 434 4512.

Crone Corkill
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£10,500

Extraordinary opening with leading Hi-Tech company, central London. As key communications and liaison officer you will be completely involved in all aspects, bar none, including interviewing, strong personality, fast typing & drive vital.

Call JACKY PLASTOW
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Office
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A demanding but rewarding role for a graduate/A Level calibre secretary with 2-3 years experience. Legal expertise not necessary, but speed and accuracy in shorthand/audiotyping and wordprocessing combined with integrity, organisational skills and a willingness to undertake various para/legal functions.

Excellent salary depending upon age and experience. We are a small, friendly, non-smoking office. Please send your CV to:

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London W1Y 5LH

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If you would like to assist our Chief Executive with his corporate objectives in Preventive Medicine then please write explaining why you believe we should choose you as that person.

Previous Medical experience not essential however talent is.

You should be 25-40 yrs. with top secretarial skills including P.C. operation and with a social calendar which accepts disruptions for urgent deadlines.

Be convinced prevention is better than cure and know that we are a strictly non-smoking company.

Starting salary £10,400 p.a. plus incentive bonus, Health Insurance and share options.

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PA TO SENIOR PARTNER
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Senior Lawyer in the Corporate Finance Department of this prestigious City Law Firm needs a very high-calibre PA. The successful applicant will have the maturity and flexibility to cope with a hectic and ever-changing schedule. This position will suit someone who is seeking a move to a more challenging and involving environment. City experience an advantage, preferably gained in corporate finance or banking. Good communication and organisational skills, as well as excellent shorthand and word processing, will merit a basic salary of £12,500 + benefits.

Please call us on 01 3404/3329 for further details

Telephone 01 248 3404

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Exciting opportunity to learn and be part of the world of High Finance. Our client is a company with strong connections in the City and international industry. We need good secretaries (100/60 + IBM PC). Plenty of enthusiasm and the ability to work as part of a small team.

Call us today!
Ring Sally Owens
01 225 0427
4 Port Street, London SW1.

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FOR
TWO EXPERIENCED
SECRETARIES
c.£10,000 pa

A most attractive opening exists for two secretaries to virtually run small Mayfair office engaged in the provision of commercial/secretarial support facilities to some 50 clients with diverse business interests.

Applicants will be aged 25-30 and will have passed English Language and Mathematics at 'O' Level. In addition they will possess good all-round office skills including excellent typing and some WP experience.

Remuneration will be based on good basic salary plus a guaranteed monthly bonus specifically designed to increase in direct proportion to office performance.

For brief discussion and appointment please telephone William Vidal on 499 0321.

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To provide secretarial and administrative assistance to Head of Education/Examinations Department in elegant period house, Oxford Street/Regents Park area. The person appointed must be prepared to work as part of a small, friendly team and play an important and active role in the work of the unit. Commensurate/variable salary required. Skills 60/40, WP training provided. Salary on scale £20,000 - £10,190 p.a.

Write or telephone Managing Director, Messrs Executive Selection, 100, Baker Street, W1. 01-588 8884.

PA/SECRETARY
For Managing Director
MAYFAIR W1

Our MD operating in travel field seeks a fully experienced secretary, 25+, training involvement with good typist, shorthand and WP skills. Salary £11,000, LVA, bonus and other benefits.

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Join this young, lively W1 company which provides back-up to the music video industry. Plenty of opportunity to develop your admin skills and learn about in-house PR. Previous secretarial experience together with 80/40 skills and WP experience required.

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The partner of this major property company is looking for a PA who thrives in a 1:1 role. Your professional approach, outgoing personality and ability to work to deadlines will be needed when you organise senior level meetings, handle a busy diary and ensure the smooth running of the office. 100/60 skills and WP experience needed.

Please telephone 01-488 6247

Early/late appointments arranged.

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There is an alternative! Our client, a rapidly-expanding Subsidiary of a major PLC, and market leaders in their field, is about to relocate its Head Office to Hayes, Middlesex. The European General Manager needs a mature, polished Office Manager/PA at his right hand to help set up new systems; liaise with VIP clients; handle all office management and administration; oversee recruitment; co-ordinate Marketing Executives, etc. Accurate secretarial skills essential. German and Italian useful. Age 25+. Call 01-493 5787.

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ECONOMIC CONSULTANCY

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Pleasant, happy office: Victoria, near St. James's Park. Salary £14,000.

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Our expansion has led to new opportunities for experienced legal Audio Secretaries for our litigation and property departments. WP experience is not essential as we will train you.

In addition to a good working environment, close to Blackfriars station, we offer good salaries, and benefits which include 9.30 - 5.30 hours, 4 weeks' holiday, season ticket loan, life insurance and pension, medical insurance, annual review and bonuses.

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A leading commercial bank in EC2 needs an exceptional secretary to work for one of their most Senior Executives. The job offers scope to become fully involved in all aspects of the business and calls for superb organisational skills, the ability to think ahead and to deal professionally with confidential matters. Emphasis is placed on senior level liaison with both clients and overseas offices so at least 3 years' experience in a similar environment is essential. If you are aged 25-35 with skills of 100/60/WP please telephone us on 588 3535.

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Managing Director
requires well-spoken
intelligent person for
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typing 60/70 wpm. Age
18-25. 4 weeks holiday &
PPP.

Telephone 01 488 5425

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of King's College LondonEXECUTIVE
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CAMPAIGN CLINICAL
TRIALS CENTRE

The Centre is one of the leading cancer clinical research groups in the U.K. We are looking for an efficient and experienced secretary to help the Assistant Director in the administration of the unit. As well as normal secretarial duties (shorthand will be required) the successful applicant will be expected to help with the clinical management of the Centre and to get involved with the setting up of new clinical studies.

Further details may be obtained from Mrs. J. Houghton on 01-757-3642.

Starting salary will be in the range £9164-£10557 inclusive of London Weighting Allowance per annum.

Applications including a full curriculum vitae and the names of two referees should be sent to the Secretary of the School, Brompton Road, London, SW2 8PU by 29th February 1988.

T.V.
PRODUCTION
£12,000

The newly appointed and award winning Director of Television of this Independent Broadcasting Company needs a PA to join his team.

Working closely with him on broadcasting projects your responsibilities will include attending meetings, liaising with freelance staff, updating schedules and projects, organising production teams, organising his diary and both admin and secretarial back-up.

You should be of graduate calibre, have excellent organisational skills and enjoy working in a young, professional and growing company.

Age: 25-35

Speeds: 100/60

WEST END OFFICE

01-629 9686

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company in Camden

Town. General sec

duties, copy typing

(will train on IBM WP),

admin, roster

switchboard. Good

telephone manner.

Age 20+. Salary

£9,000 pa + 4 weeks

holiday.

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Pauline Gold on

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£12,000 - £13,000
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to £13,000
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DALLAS ROAD, EALING W.5

An attractive Detached Double Fronted property on the Exclusive Haymills Estate. Excellent Condition, Gas C.H., Alarm, D/Width Garage, Balcony, Ornate Cornices, G/Floor: Vestibule, Lounge Hall, D/Aspect Lounge, Dining Room, Kitchen, Utility Room, Cloakroom/WC.

F/Floor: Master Bedroom with en suite Bathroom and Dressing Room, door to Balcony, 3 further Bedrooms and 2nd Bathroom, Large Gardens. Substantial Offers required.

992-7861

355

THE NUMBER TO BE SEEN AT

A superb range of fashionable apartments at 355 Kings Road, all with secure parking. 1/2/3 beds from £145,000-£255,000. Show apartments open daily 10am-6pm. Telephone the Sales Agents, Farrar Sted & Glyn on 01-351 3551.

A Trudger House Company

Colmans Studios

LONDON E14

Three spacious units ranging from 1,158 square feet to 3,121 square feet are now available at the unique canal side development of Victorian Warehouses. All converted to a shell finish, these are ideal studio/workshop/living areas with excellent security and parking, located within three miles of the City. Leases of 999 years available from £250.00 per square foot.

MRS D. JOYCE, SALES OFFICE
01 538 4243

Barbican

£220,000 - £220,000 - Tower Res, 4 bed, 2 bath, Panoramic views. Penthouse, 2/3 bed, split level, Designer kitchen.

£185,000 - Choice of two superb Penthouse units, 2 bed, 2 rears. Roof Terrace & balconies.

£175,000 - Truly stunning new style 1/2 bed apartment, with water level views across central lakes.

£146,950 - Super spacious 1 bed apartment adjacent to central lakes.

£111,000 - Attractive 1 bed, close to tube.

£ 84,950 - Ideal studio Flat-a-Turn, quiet location.

Lettings: from £160 - £295 per week.

City fringe - Wide selection of houses and flats for sale.

STRETTONS

Knightsbridge Mortgage Brokers

MORTGAGES REMORTGAGES

9.5%

Offered by a leading national Building Society with advances of up to 95% being considered.

Preferential Conveyancing terms may also be included via our Panel Solicitors where required.

To receive the best mortgage service, call us now on 01-589 7963.

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BERWICK FINANCIAL SERVICES PLC

MORTGAGE FINANCE

The lowest possible payments and the best possible service available in the UK.

- 8.75% up to 2.75 x joint income
- 100% Loans from less than 10%
- 95% Re-mortgages up to £250,000
- LOANS OVER £250,000 - no limit from 9.9%

SPECIAL LOANS based on your total assets - up to 95% of valuation

For the best comprehensive service telephone: **01-930 9631**, 43 Pall Mall, London SW1Y 5JG

WAKE UP TO THE SIGHTS AND SOUNDS IN DOCKLANDS!

DOCKLANDS' ISLE OF DOGS The Isle of Dogs is a vibrant and exciting new area which boasts the largest selection of new properties with stunning waterfront views and easy commuting. Prices from £27,000.00

DOCKLANDS' S.E. LONDON In the Survey docks and surrounding area. We have a selection of properties available close to local amenities & the Surrey Dock Station. Prices from £23,000.00

DOCKLANDS' WAPPING E1 Here in the heart of Docklands, moments from the City, we are able to offer an exclusive range of properties including warehouse conversions. Prices from £129,500.00

All prices are subject to contract

We are also agents for New Developments at "Glasgow Bridge, Isle of Dogs, S.E. London, Surrey Street, Greenwich"

Telephone our Residential Sales Office

"NOW" Parris & Quirk

01-967-4473 Contact June Ryland.

A Member of the Fox Holdings Group with Bernard Marcus.

Douglas, Lyons & Lyons

KINNERTON PLACE NORTH, SW1

Charming Terrace House 2 bedrooms, reception with glassed porch, kitchen & bath, excellent order, lease to 32 years. £250,000.

01-235 7983

CLAPHAM

OPPOSITE CLAPHAM NORTH TUBE

Close to all amenities. Delightful ground floor 1 bedroom flat in small newly built block. Fully carpeted. Quiet rear location. Private car parking space. 10 years N.H.L.C. Guarantee. Lease 124 years.

£73,500

APPLY SOLE AGENTS

RICHARD OAKLEY

TEL: **01-720 6915**

RENNIE DAVIES & MARSDEN

MORTGAGES

ARE YOU BEING TOLD THE FULL STORY?

There are over 200 potential suppliers of mortgages in today's money market. So it pays to be choosy; but who is going to tell you that?

We will.

For sound impartial advice we're just a phone call away.

★★★STOP PRESS★★★

- ★★★ 9.75% Variable ★★★
- ★★★ 9.99% Fixed for 2 years ★★★
- ★★★ 8.0% Non Status ★★★

(All APR rates variable)

01-386 9411

Licensed credit broker - written notices on request. We're available from 9am - 7pm, Monday to Friday. Saturdays 10am - 5pm, Sundays 12pm - 5pm.

Keith Cardale Groves

THE INDEPENDENT PROFESSIONALS

CORNER HOUSE W14

ARRANGED AS 22 ROOMS AND CARETAKER'S FLAT, GARDEN.

Four rooms vacant - remainder let on weekly furnished tenancies.

Freehold £375,000 Sole Agents.

01-581 0155

Licensed credit broker. Written details on request.

REMORTGAGES & MORTGAGES

- ★ COMPLETION WITHIN 14 DAYS
- ★ 9.75% OR 6.99% LOW START
- ★ 4 x MAIN INCOME + 2 x SECOND INCOME
- ★ 100% MORTGAGE UP TO £120,000
- ★ NON-STATUS MORTGAGES (80% VALUATION)
- ★ FOREIGN NATIONALS & EXPATRIATES WELCOME

ACQUIRE FINANCE

EQUITABLE HOUSE, LYON ROAD, HARRLOW, HODDY, HAI ZEW

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Landed Credit
Broker

01-427 3737

APR Variable
Mortgage
On Property

PEARL ZARKESH

W14. Luxury new development of studios, 1, 2 & 3 bed flats. £23,000 to £150,000. Early viewing strictly by appointment. Call Pearl Zarkesh on 01-581 0155. W14. Kensington City Centre. New development of 2 bed flats. £129,500. W14. Kensington City Centre. New development of 2 bed flats. £129,500. W14. Kensington City Centre. New development of 2 bed flats. £129,500.

01-258 3978

Continued on page 41

EXECUTIVE CRÉME

DIRECTOR'S SECRETARY

A vacancy has arisen for an experienced WP Secretary. You will (with two others) provide secretarial/admin support to the Management Team in an established firm of Risk Management Consultants, serving the insurance/banking community.

Applicants should be aged 22 or over, have excellent secretarial skills and at least two years' relevant experience. You should have a confident telephone manner and the ability to work accurately under pressure.

Duties will include typing reports/letters, arranging meetings and making travel arrangements.

Excellent salary, benefits and working conditions.

Applications should be made in writing, enclosing a CV and stating current salary to:

MRS. J. JUTTON,
WBK INTERNATIONAL LTD.,
32 SEETHING LANE, LONDON. EC3R 5BA
01 481 2097
No Agencies

SUPER SECRETARIES

WHO DARES WINS

£25,000 + with overtime

Compensation and benefits to suit the able typist to the candidate with an excellent salary (£10,000 per annum) and a very flexible contract. Most of the time working in the City of London.

DIRECT ROUTE TO STARDOM
(Rusty S/H) £12,000

Certain to get top salary from your demanding and extremely demanding boss as you enter the world of high finance. You will be working in the City of London. You will be working in the City of London. You will be working in the City of London.

PHONE TODAY FOR AN IMMEDIATE INTERVIEW ON 274 2281

SUPER SECRETARIES REQUIRED FOR ESTATE AGENT

One for our Wandsworth Common office and one for our Hammersmith office. Good secretarial typing and a friendly telephone manner essential. Salary £12,000.

Please telephone Frances Spencer on **01 767 7711** to arrange an interview

THE VICTORIA AND ALBERT MUSEUM

REQUIRE A SHORTHAND TYPIST IN THE DIRECTOR'S OFFICE

The post offers the unique opportunity to be involved in the centre of activity in a lively National Institution. The successful candidate will be well educated, preferably with a history or art qualification, and will be able to type in shorthand. In addition to shorthand, duties include some copy typing and general office work. Minimum typing speeds required are 100/30 wpm. Salary starts at £22,481 per annum plus 4% superannuation. Telephone 020 7547 5334 for an application form which should be completed and returned by the 26th February 1988.

THE ACADEMY OF LIVE AND RECORDED ARTS

Requires secretary to run the busy office of a leading Drama School. Typing, typing and a range of musical notation. Computer experience and interest in theatre or education an advantage. £5,000 p.a.

Apply to The Administrator, ALBA, The Royal Victoria Building, Trinity Road, London SW18 3SL. Tel: 07-47475.

PART TIME VACANCIES

CITY LIVERY COMPANY

Part-time secretary required for Assistant Clerk. 2 days a week and other duties as may be necessary. To start ASAP. Accommodation, travel, meals, etc. provided. Salary £12,000 p.a. plus benefits. Knowledge of social etiquette & excellent shorthand skills essential. 100% Secretarial. Aged under 35. Non-smoker. Salary min £5.50 ph.

Please apply in writing with CV to:

The Assistant Clerk,
(Miss Barrett),
City Livery Company,
London EC2Y 8AA.

RESPONSIBLE person required for a part-time secretary to a busy office. Must be a native speaker of English, preferably a woman, with a good knowledge of shorthand and typing. Salary £12,000 p.a. plus benefits. Please telephone 01-481 2097.

LA CRÉME DE LA CRÉME

BRUSSELS

Bilingual Administrative Secretary (E/F) sought by international Co. Very varied job, friendly team. English 50% wpm fluent French, German a plus. £12,000. Interviews London. Side work. Also PARIS - short + long term bilingual secretarial positions.

For further details call 01-261 6931

THE A. BURGESS
INTERNATIONAL PERSONNEL COUNSELLOR
The Power House, Alpha Place, London SW5 8SZ

Television Co W1

need a Marketing Assistant/Secretary. Sh. Audio or a language an advantage but not essential. Travel involved. Must have initiative. £10,000 + V Urgent.

Call 024 6823 TED AGY.

P/A IN TRAVEL

£11,000

This travel company is going ahead with a new venture in the travel industry. You will be responsible for the administrative tasks. You must enjoy travel and people. If you are a good typist and have a good knowledge of French and Spanish, this is a great opportunity for you. Salary £11,000 + V. Call 01-580-6522

ITALIAN SECRETARY

As P.A. to a young man in the City of London. Excellent salary and benefits. Must be a native speaker of Italian and have a good knowledge of English. Salary £12,000 p.a. plus benefits. Please telephone 01-481 2097.

SECRETARY FOR ARCHITECT

As P.A. to a young man in the City of London. Excellent salary and benefits. Must be a native speaker of Italian and have a good knowledge of English. Salary £12,000 p.a. plus benefits. Please telephone 01-481 2097.

SECRETARY FOR ARCHITECT

As P.A. to a young man in the City of London. Excellent salary and benefits. Must be a native speaker of Italian and have a good knowledge of English. Salary £12,000 p.a. plus benefits. Please telephone 01-481 2097.

TEMPING TIMES

SKILLED SECRETARIES

£6.00-£7.49 per hour

Long term assignments for the well-versed, well-trained, shorthand, audio or WP secretaries. Major VICTORIA companies. Regularly offers extra-ordinary skills & services.

Please call SUE STEVENSON with details on 01 581 0155 or visit her at 10 VICTORIA ST, LONDON SW1.

Office Angels

RECRUITMENT CONSULTANTS

TEMPS

£7.50ph. (West End + City)

Join our professional team today. We need DMS/Display operators/typists/secretaries for 2-3 months with a full time commitment. Salary up to £7.50ph. Call 01-481 2097.

SECRETARY/PA

Required for a busy office in the City of London. Excellent salary and benefits. Must be a native speaker of Italian and have a good knowledge of English. Salary £12,000 p.a. plus benefits. Please telephone 01-481 2097.

GRADUATE CAREER

£14,000 +

Graduate career to £14,000 + per annum. As a Graduate Secretary you will be responsible for the administrative tasks. You must enjoy travel and people. If you are a good typist and have a good knowledge of French and Spanish, this is a great opportunity for you. Salary £14,000 + V. Call 01-580-6522

YOUNG SECRETARY

£10,000 +

Young secretary to £10,000 + per annum. As a Young Secretary you will be responsible for the administrative tasks. You must enjoy travel and people. If you are a good typist and have a good knowledge of French and Spanish, this is a great opportunity for you. Salary £10,000 + V. Call 01-580-6522

PROPERTY

Discover

Promoting HOMES

Cherry Garden Pier

5 minutes by river bus to the City!

A high quality development of traditional terraced town houses in a Thames riverside garden setting with spectacular views. 4 bedroom houses from £159,950.

SHOW HOUSE: Bermondsey Wall East, Rotherhithe. Tel: 01 252 0851. Open - Thursday to Monday 11am-5.30pm. Or by appointment through Sole Agents.

Carleton Smith & Co.
TEL: 01-485 9007

LONDON PROPERTY

Continued from page 39

THE STEWARTRY, ASCALON STREET, BATTERSEA, SW8

A major new development of just 35 luxury studios, 1, 2 and 3 bedroom flats, situated just a stone's throw from Battersea Power Station and being within a couple of minutes walk of Queensbridge, Battersea Park and Queenstown Road BR station.

The flats which are situated around a central landscaped courtyard, all feature patio or balconies and offer a high degree of security.

Each flat is offered with its own underground parking bay and each unit will be finished to high specification with kitchen's fully equipped with all appliances including washing machine, tumble dryer, fridge/freezer, over and hob and extractor hood.

Two and three bedroom units to have second en-suite bathroom to master bedroom. All flats to be fully carpeted, double glazed and centrally heated.

Brochure and opening times of show flats available from Sole Agents.

Prices from:

Studios	From £68,000
One Bedroom	From £77,000
Two Bedrooms	From £99,000
Three Bedrooms	£132,000

Leasehold - carparking included in the price

Sole Agents
HOOPER
ESTATE AGENTS
CHARTERED SURVEYORS
19 Northcote Road,
Battersea SW11 1NG
Telephone
01-228 2202

For West Enders
GREENHAVEN COURT
1A MONTAGUE PLACE,
MAYLEBONE, W1

A superb selection of practical and spacious well proportioned apartments completed to a luxury standard, in this totally refurbished 1904 p/b block 'twist Regent's Park and Oxford Street.

2 Bedrooms, 2 Bathrooms (1 e/s),
Large Reception Room, Fully Fitted Kitchen.
Approx. area 900 sq. ft. plus.

- Luxury Entrance Foyer
- Parking Space
- Automatic Lift
- Central Heating
- Independent gas CH
- White Kitchen

73 year lease. PRICES £250,000 - £270,000.
SHOWFLAT open DAILY (Sat. 11-4 pm)

PRUDENTIAL
HYDE PARK OFFICE 262 5060
40 Connaught Street W2

NORTH OF THE THAMES

PARSONS GREEN SW6

Large Victorian 3 story large detached house with planning permission to convert into 3 flats, presently occupied by 3 families. The house is situated in a very quiet residential area and is well maintained.

Call 01 228 2202

WEST KENSINGTON

W14 2 newly converted flat in the major modern house with 3 bedrooms, 2 bathrooms, 2 living rooms, 2 kitchens, 2 dining rooms, 2 reception rooms, 2 study rooms, 2 bedrooms, 2 bathrooms, 2 living rooms, 2 kitchens, 2 dining rooms, 2 reception rooms, 2 study rooms.

Call 01 228 2202

MAIDA VALE

MAIDA VALE 1/2 acre garden with direct access to the river. 3 bedrooms, 2 bathrooms, 2 living rooms, 2 kitchens, 2 dining rooms, 2 reception rooms, 2 study rooms.

Call 01 228 2202

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NEW HOMES

CHERRY GARDEN PIER

ANCHOR DEVELOPMENT BY **Lovell**

5 minutes by river bus to the City!

A high quality development of traditional terraced town houses in a Thames riverside garden setting with spectacular views. 4 bedroom houses from £159,950.

SHOW HOUSE: Bermondsey Wall East, Rotherhithe. Tel: 01 252 0851. Open - Thursday to Monday 11am-5.30pm. Or by appointment through Sole Agents.

Carleton Smith & Co.
TEL: 01-485 9007

CHISWICK

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Covent Garden WC2

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COUNTRY PROPERTY

Bradley Clark

RETIREMENT HOMES OF DISTINCTION

Barton Court - Rustington

SHOW FLAT OPEN
Tel: 01 228 2202

COUNTRY PROPERTY

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Barton Court - Rustington

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COUNTRY PROPERTY

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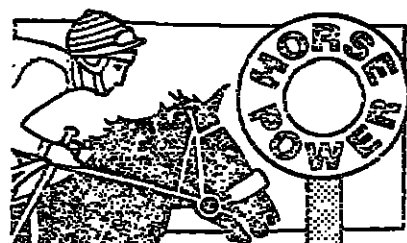
RENTALS



1. *Pharmaceuticals* (1998) 10, 1-12

An agreement initiated by Sir Ian Trethowan has ensured a truce between the polarized factions in dispute over racing levies

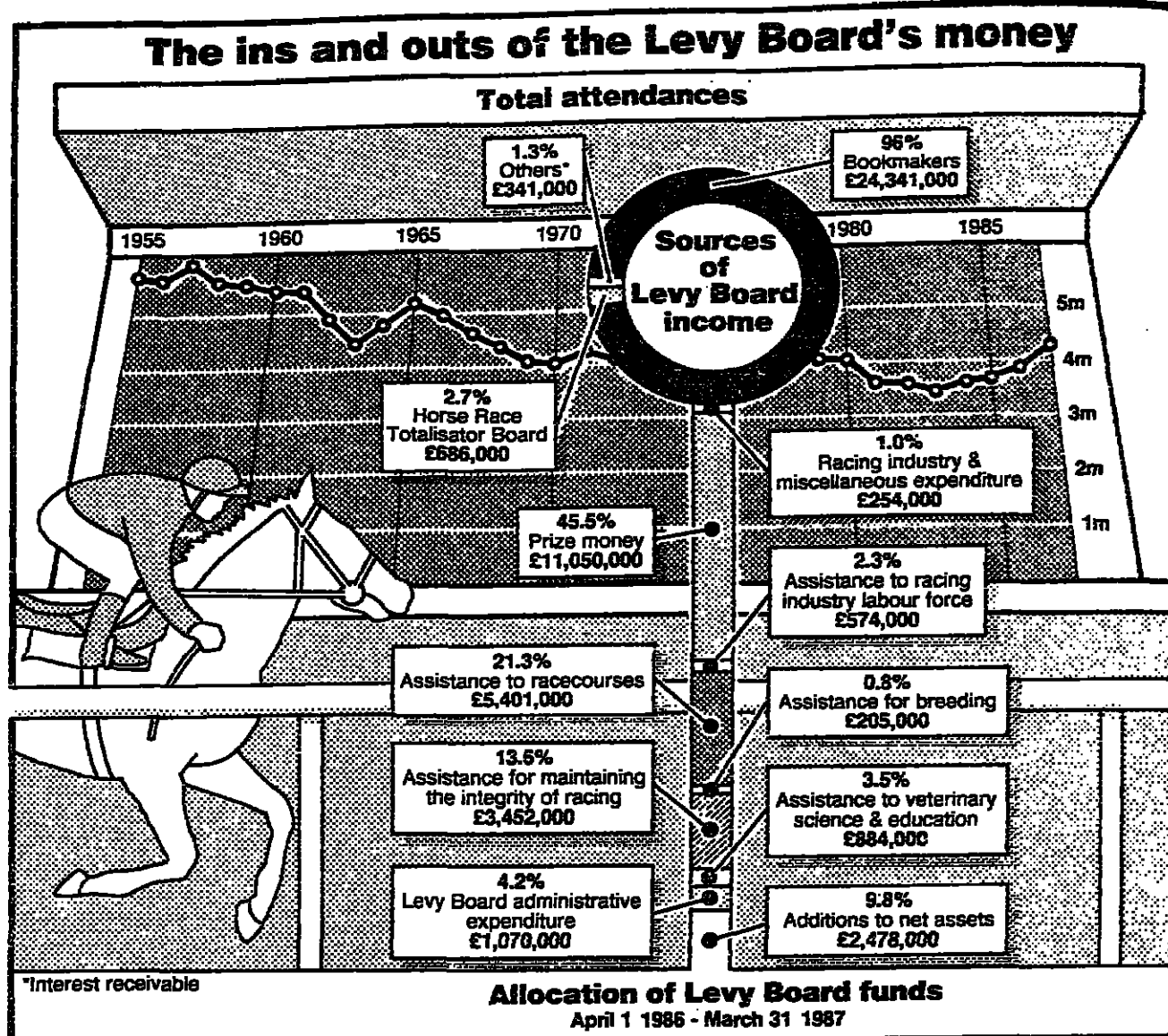
Charting a course for compatibility



Racing is a sport and an industry. It is February at Towcester and June at Royal Ascot. It is the discreet rule of the Jockey Club and the aggressive attack on the money of the public and the sponsors. After years of mutual distrust, most — certainly not all — of the components of racing have come together in a common cause as they move towards the Nineties. Christopher R. Hill in the second of a four-part series examines the way forward, including the debate over Sunday meetings.



Trying to ensure a smooth ride for racing: Sir Ian Trethowan, as chairman of the Horserace Betting Levy Board, has helped bring an amicable co-operation between opposing interests



Relations between the ruling bodies of racing, the Jockey Club and the Horserace Betting Levy Board, have settled into amicable co-operation, having in the past ranged from the competitive to the catastrophic. Thanks to Sir Ian Trethowan, chairman of the board, the bookmakers and the Jockey Club have agreed to a three-year pause during which no demands will be made for an increased rate of levy. Thus, if the amount of levy goes up, it will do so only with increased turnover. Meanwhile, the Home Secretary need not be antagonized by being asked to settle any more disputed levies, and racing can get on with meeting the challenges of the 1990s.

At least since the 1950s, racing has felt under-financed; until 1961, when the Levy Board was set up, the natural source of subsidy was the Racecourse Betting Control Board (the Tote's predecessor), and there was unsuccessful pressure for a Tote monopoly. Since 1961, racing has relied on the levy, often asking for more than the bookmakers would pay, and has always argued that the Government should follow the example of other countries and put back into racing, in order to keep the golden goose alive, some of the money taken from it: £300 million-plus each year from betting alone.

For many years, governments were deaf to these entreaties, but in 1987 the Chancellor removed the four per cent tax on bets made at the racecourse. This was intended to help the racecourses attract punters who might otherwise have been enticed away from the course by the new comforts now allowed in betting shops. The Home Secretary will not permit them to be palaces of luxurious vice, but at least soft drinks and television make them less uninviting than hitherto. The preliminary indications are that turn-

over, both on and off the course, is increasing. There is a friendly difference of opinion between Customs and Excise and the Betting Office Licensees' Association (BOLA) over the extent of the increase. Customs figures, derived from actual tax receipts, show an 11.5 per cent increase for the period from April (when the four per cent on-course tax was removed) to December 1987, compared with the corresponding period the previous year. On the other hand, BOLA's survey of about 4,000 betting shops suggests a disappointing six or seven per cent, with alarmingly decreased profit margins.

The sport has adopted a doctrine of self-help

BOLA and Customs officials are collaborating to identify the sources of the difference. One might be that Customs tax receipts are not necessarily shown in the month in which the turnover on which they are based occurred. Another is that the figures include credit betting which BOLA believes is not a reliable indicator of the industry's health because of its extreme volatility caused by the intermittent activities of overseas-based high-rollers.

The tax remission last year was a triumph, but racing cannot expect another direct shot in the arm from the Government, and has stopped asking for money to be put back into the sport. Instead, it has adopted a Thatcherite doctrine of self-help. For a start, the Racecourse Association (RCA) to which all racecourses must belong, has done a deal with Satellite Information Services (a consortium perhaps unfortunately dominated by the Big Four bookmakers) for the transmission of pictures from the course, which should give the race-

courses £20 million over the first five years: £2 million in year one (to May 1988), £3 million in the second year, and £5 million in each of the next three.

The RCA's bargain, though not outstandingly good, provides a new source of funds for racecourses. The main sources were television contracts with the BBC or ITV for those courses lucky enough to have them, entrance money, sponsorship, and the levy. With the diversification of funding, the levy is becoming somewhat less important, though it must be said that horseracing is still extremely fortunate to have what amounts to its own private tax system — a privilege for which greyhound interests have long begged in vain — instead of having to take its place in the queue for Treasury grants with swimming and the Arts Council.

The challenge now being tackled is that of Sunday racing. A great step forward was taken in September last year, when the Jockey Club gathered together every conceivable racing interest for a Sunday conference at Sandown Park.

The club then unveiled its plans for very limited Sunday racing, provided two legal prerequisites were achieved. First, it was necessary to repeal the Sunday Observance Act of 1780, which forbids sports organizers to charge admission on Sundays, on pain of suffering the same penalties as the keeper of a disorderly house (or brothel). Most sports already flout the Act with impunity, but it is difficult to imagine Lord Fairhaven, the senior steward of the Jockey Club, risking the penalties of brothel keeping. Second, a change in the law was needed to allow betting shops to open on Sundays.

The Home Secretary, Douglas Hurd, who favours Sunday racing, has urged the racing world to speak with one voice,

but has warned that it may take some years before public opinion can be sufficiently educated to allow Britain to join virtually every other major racing country in allowing racing on Sundays.

He speaks with the sad experience of having had his fingers badly burned over Sunday shopping: though he favours Sunday racing, and will give it a fair wind, he can hardly be expected to expend much political credit on it.

The racing world is riddled with politics, so much so that it can hardly be said to have a collective mind to make up, and it is not unanimous on the desirability of racing on Sundays. How-

Handout from 'Nanny'

The Tote affectionately known as "the Nanny" gave back to racing £2,510,000 in the last financial year. This was split with £687,000 to the levy, £282,000 in sponsorship and £1,541,000 in payments to racecourses.

ever, the Sandown conference and an earlier Jockey Club working party showed that the debate is not about whether it should come, but when and under what conditions. Those professionals who dislike it — for such understandable reasons as wishing to spend time with their families — see that it is inevitable and will co-operate when the time comes. Clearly, stable staff will have to be paid more, and no doubt, there will be all sorts of practical difficulties, but there is none of principle.

Opening the betting shops on Sundays will incur the wrath of the Sunday observance lobby and the gambling lobby combined. One perfectly sensible answer would be for racecourses to go ahead and race on Sundays, with betting on course, but with the shops still closed, but this commonsense solution is politically impossible. The Home Secretary is

convinced that illegal betting would raise its ugly head, depriving the state of tax and the Levy Board of levy, and would not support any move to race on Sundays with the shops closed. On the face of it, his conviction is illogical, since he makes no fuss about evening racing, when the betting shops are also closed. The answer may lie in the strength of the bookmakers' lobby. The bookmakers are not particularly keen on Sunday racing, but even less keen on being left out of the action, and would frustrate any move to go ahead without them.

Events have moved more quickly than might have been expected. Lord Wyatt, the ebullient chairman of the Tote, steered his Bill to legalize Sunday sports (not just racing) through the Lords before Christmas, and it soon starts its course through the Commons. There it will probably fail, partly because of genuine opposition, also because Labour has no great love of Wyatt. Nicholas Soames' similar Bill, which started in the Commons, has been relegated low down the field of Private Members' Bills and will probably also fail. But (as General Sir Cecil Blacker, the recently retired Deputy senior steward of the Jockey Club, has said) Sunday racing is now firmly on the political agenda, and its acceptance can only be a matter of time.

Meanwhile, racing has to live with the longer term contradictions of its own success. Aggressive marketing of the major racecourses, like Ascot, Cheltenham, or Goodwood, is already producing over-crowding on big days. Racecourse loudness, largely associated with alcohol, having been unknown a few years ago (apart from violence specifically directed at bookmakers by disappointed punters), is on the increase.

The successful pursuit of sponsorship brings the danger that sponsors may, understandably, from their point of

view, call the tune and have an undue influence on the cards they support. (However, the pursuit of sponsorship need not be indiscriminate, as the Earl of March has shown by refusing to allow tobacco sponsorship at Goodwood.)

Commercial entertaining (as obtrusive at Wimbledon as on racecourses) produces huge returns, but often both hosts and guests seem to have little interest in the sport they have nominally come to see, so that the racing is little more than an adjunct to the party.

All this turns some stomachs, but it is the logical consequence of successful self-help.

Keeping the spirit alive is the real challenge

Racing is a multi-million pound sporting industry; there is a tension between its sporting and industrial aspects. But it is saved by being a sport. The expert can watch the finest racing in the world at our big meetings, but if he cannot stand the crunch of plastic beer-mugs underfoot, he can always retreat to one of the many small out-of-the-way racecourses, kept alive by devoted local followings, and without which racing would not be unlike any big business.

The real challenge is not so much to race on Sundays, as to keep the sport's spirit alive, on whatever day of the week.

Christopher R. Hill is a writer on racing and senior lecturer in politics at York University. His latest book, *Horse Power — The Politics of the Turf*, is published on February 25 by Manchester University Press (£21.50).

TOMORROW

How the bookmakers played the power game

Divisional Court

Law Report February 17 1988

Queen's Bench Division

Safeguards not for protecting suspect

Regina v Manchester Crown Court, Ex parte Taylor
Before Lord Justice Glidewell and Mr Justice French
(Judgment February 10)

The safeguard provisions in Schedule 1 to the Police and Criminal Evidence Act 1984 were primarily for the protection of the person against whom an access order was sought under section 9 of the Act, and not for the protection of a suspect against whom the information was sought.

Accordingly, for the purposes of section 9, provided information identifying the documents sought by the police and information as to the nature of the offence was conveyed to the person against whom the order was sought, it did not matter that that information did not appear in the notice itself.

The principle safeguard for the suspect was the fact that a circuit judge had to be satisfied that it was right to make the access order in the first place.

The Queen's Bench Divisional Court so held in refusing an application for judicial review by Kevin Taylor against the order of the Recorder of Manchester giving the police access to special procedure material.

Section 9 of the 1984 Act provides: "(1) A constable may obtain access to ... special procedure material for the purposes of a criminal investigation by making an application under Schedule 1 ..."

Mr Anthony Scrivener, QC and Mr Robin de Wilde for Mr Taylor; Mr Andrew Collins, QC and Mr Jeremy Gompertz for Greater Manchester Police Authority; Mr Paul Walker for the Co-Operative Bank; Mr Michael Malone for the First Interstate Bank; Mr John Jarvis for Barclays Bank; TSB, Royal Bank of Scotland and American Express Europe Ltd.

LORD JUSTICE GLIDEWELL said on March 12, 1986 the Recorder of Manchester,

Judge Presti, QC, made access orders in respect of information contained in bank accounts and business records of dealings of Kevin Taylor and limited companies he controlled.

Those orders were made as a result of a request from Detective Constable Stephenson pursuant to section 9 of the 1984 Act.

Although the present proceedings related to the order against the Co-Operative Bank, this case was a test case and if the application was successful similar applications would be pursued against the other banks.

Mr Taylor now sought to quash the order or obtain a declaration that the order was invalid by virtue of the fact that there was no proper notice of intention to apply for it.

It was agreed in the present case that the documents to which the police was given access were special procedure material within the meaning of the Act.

Reference in Schedule 1, paragraph 7 to the application under section 9 being *inter partes* meant the applicant and the person against whom the order was sought. In most cases in which criminal investigations were under way, the order sought was without the knowledge of the suspect.

Since the Act did give rights to the police which they had not hitherto had, those rights were given subject to safeguards set out in Schedule 1. For the most part, the safeguards were for the person or body against whom the order was sought.

The safeguards for the suspect lay in the fact that a circuit judge had to be satisfied it was right to make the access order.

DC Stephenson deposed that he had been engaged in investigations concerning offences which he suspected had been committed by Mr Taylor.

On November 26, 1985, DC Stephenson visited the Co-Operative Bank and spoke to the chief inspector and assistant

general manager, Mr Hylie Sheppard. DC Stephenson told Mr Sheppard that he suspected an offence had been committed against his bank in relation to the dealings of companies controlled by Mr Taylor and that he wished to examine various documents.

Since Mr Sheppard confirmed that the bank would not allow DC Stephenson to see such documents without the consent of the account holder, DC Stephenson said he would apply for orders under section 9 of the 1984 Act.

However, since DC Stephenson suspected that a member of the bank's staff might also have been involved, he told Mr Sheppard that he would not specify either the names of the account holders or the offences which he suspected had been committed.

During November and December 1985, DC Stephenson visited other banks and financial institutions and had similar conversations with other people in Mr Sheppard's position.

Mr Scrivener submitted that since the notice did not describe

either the material in respect of which the order was sought or the nature of the offence, it was invalid as not complying with the interpretation of the Act the courts had given in *R v Central Criminal Court, Ex parte Sheppard* (1986) 1 WLR 1292 and *R v Central Criminal Court, Ex parte Carr* (DC, February 27, 1987; CO/958/86).

The vital question in the instant case was whether it was sufficient if the necessary information was conveyed not in the notice itself but orally to the person affected either at the time the notice was served or beforehand. That was not decided in either of the two cases.

In many cases it was preferable that both matters were set out in documentary form but where, as in the present case, it was proved that the information given orally before service of the notice, that was sufficient.

Mr Justice French agreed.

Solicitors: Edwin Cox & Calder Woods; Mr Roger C. Rees, Solicitors; Clifford Chance; Tvers Smith Brathwaite, Durrant Piesse; Wilde Sapie; Cobbert Leak & Almond; Manchester; Glover & Co.

MR JUSTICE SCHIEMANN said that the company bought the property in question and its contents with a view to making a profit on resale. The contents had remained in the property ever since. Neither the property nor contents had been used during the relevant period save for maintenance by a groundsman.

It was beyond argument that, aside from the presence of furniture and grass-cutting equipment, none of the remaining facts found could give rise to a reasonable occupation.

The matter was now governed by section 46A(1) which provided that a hereditament to which the section applied should be treated as unoccupied if, apart from the section, it

Proper approach to rates relief on unused premises

Sheffield Property Trust plc v Sheffield City Metropolitan District Council
Before Mr Justice Schiemann
(Judgment February 5)

The proper approach to section 46A of the General Rate Act 1967, as inserted by section 16(1) of and in Schedule 1 to the Rates Act 1984, concerning relief for property not in active use, was for the rating authority or justices to ask themselves whether, but for the presence of plant, machinery or equipment, they would have found the hereditament unoccupied.

Mr Justice Schiemann so held in allowing an appeal by way of case stated by Sheffield Property Trust plc against a decision of the South Yorkshire Justices to issue a distress warrant on application of Sheffield City Council for the non-payment of rates.

His Lordship said the magistrates were not entitled to take the groundsmen's activities into account. However it was clear that they were entitled to take into account the fact that the company owned the hereditament and that therefore the hereditament was not treated as occupied by reason only of the presence of the equipment.

The authority was proceeding on a misconception of the section. To adopt that construction would in nearly all, if not all, cases render the section inoperative. There was practically always some other matter to be taken into account apart from the equipment on the hereditament.

The proper approach for this section was for the rating authority or justices to ask themselves whether, but for the presence of the plant, machinery, or equipment they would have found the hereditament unoccupied. If the answer to that was in the affirmative, then they should not find it occupied.

Solicitors: Addleshaw, Sons & Latham, Manchester; Mr Roger Pennam, Sheffield.

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Expulsion of pupil

Regina v Board of Governors of London Oratory School, Ex parte R

The rules of natural justice applied to a tribunal which was deciding whether or not to expel a pupil from a school.

Mr Justice McCullough so held in dismissing an application by a mother for judicial review of a decision of the Board of Governors of the London Oratory School to expel her son. His Lordship rejected all the applicant's grounds of complaint.

MR JUSTICE McCULLOUGH said that there was no English authority on the matter but there was no reason why the

rules of natural justice, the rules of ordinary fair play, should not apply just as much to the procedure for expelling a schoolboy as to the procedure for sending down a university student.

His Lordship was not impressed with the argument that expulsion was less serious because the boy or girl could be educated elsewhere. It was at least as much of a blot on an individual's record as being sent down from university.

It must be right that a boy about to be expelled should know the nature of the accusation, have the opportunity to state his case and be judged by a tribunal which acted in good faith.

Solicitors: Addleshaw, Sons & Latham, Manchester; Mr Roger Pennam, Sheffield.

MR JUSTICE SCHIEMANN said that the company bought the property in question and its contents with a view to making a profit on resale. The contents had remained in the property ever since. Neither the property nor contents had been used during the relevant period save for maintenance by a groundsman.

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SQUASH RACKETS

Associations to study misconduct reports

By Colin McQuillan

Protests and complaints from both organizers and participants are on the way to the English Women's Squash Rackets Association (WSRA) and the Women's International Squash Players Association (WISPA) about the on-court behaviour of the two leading seeds in the Bavis Homes International tournament played at Herts Country Club, Welwyn Garden City, last weekend.

Susan Dorey, of New Zealand, the women's world champion, used indecent gestures with both hand and racket, first in winning her semi-final 5-9, 9-6, 9-7, 9-4 against Lucy Souther, of Britain, and then in beating Liz Irving, of Australia, 9-5, 9-2, 9-6, in the final to win her third successive Bavis title.

Lisa Oyle, the British champion and second seed at Welwyn, was warned early for using bad

language when losing to Miss Irving 9-7, 8-10, 7-9, 9-3. 9-7 in the semi-finals, but was heard swearing throughout the match in tones sufficient to reach the first few rows of spectators. Robin Wilcox, the tournament director, said after the final he would write to the WSRA about the behaviour of the women in question.

Christina Myers, the secretary of the WSRA, said yesterday that her organization had the power to discipline either or both players if complaints were made and substantiated. "I personally abhor this sort of abuse and certainly the WSRA would act in the strongest possible terms if such allegations were proved accurate," she said.

In the men's final Zarak Jahan, of Pakistan, the British open under-23 champion, beat Bryan Benson 9-5, 9-1, 4-9, 9-2.

FOOTBALL

Universities prevail

By a Special Correspondent

British Colleges SA 0 UAU 2

The Universities Athletic Union despatched the annual match against British Colleges Sports Association with two timely goals at St Paul's and St Mary's College, Cheltenham.

The UAU dominated the first half with effective contributions from Roper and McGuinness, of Loughborough, and Onuara, of Bradford, who led the front line with considerable skill and poise. The Colleges side fought gamely to stem constant pressure from UAU but Barry, of Loughborough, scored a crucial goal one minute before the break.

In the second half, with the wind in their favour, the Colleges came back strongly and for

half an hour threatened to equalize. Rose, of King Alfred's, was unlucky to hit the post with a well-directed shot which could have redressed the balance for the Colleges. UAU countered strongly in the final 10 minutes and a finely-weighted pass enabled Tamblay-Jones, of Bradford, to complete the scoring and put the match beyond the Colleges' reach.

Goals: St Paul and St Mary, Cheltenham; L. O'Connor (Liverpool), P. McGuinness (Wrexham), M. Thompson (Leeds), P. McGuinness (Loughborough), G. Widdows (Loughborough), G. Tamblay-Jones (Bradford), J. Jones (Newcastle), J. O'Connor (Bradford), J. Berry (Loughborough), J. Ansell (Exeter).

صلى الله عليه وسلم

RACING: MURRAY-SMITH'S PROMISING CHASER CAN MAKE AMENDS FOR EARLY WEEKEND SLIP BY CAPTURING LONG-DISTANCE EVENT AT FOLKESTONE

Outside Edge on retrieving mission

By Mandarin
(Michael Phillips)

With 21 winners already to his credit, David Murray-Smith, the 33-year-old Upper Lambourn trainer is currently enjoying by far and away the best season of his relatively short training career.

What is remarkable is that his total has come from a stable housing only 26 horses with a 27 per cent winner-to-runner ratio.

Against that encouraging backdrop, no-one could be surprised if Outside Edge increases the haul by winning the EBF Novices' Chase at Folkestone today even though he got no further than the first fence at Uttoxeter on Saturday morning.

With Stearsby standing his

Cats Eyes went on to win Saturday's event, and outside that result confirms Outside Edge's form as being superior to his rivals, and he is my nap.

At Newton Abbot, on Boxing Day, Outside Edge had beaten Cats Eyes by two lengths over two miles and five furlongs.

Being by Kemal, who is also the sire of Rhyne 'N' Reason and Kissame, Outside Edge should not experience any difficulty in lasting today's longer trip. To the contrary, the extra five furlongs should suit him admirably.

Mr Pinkerton, one of his rivals today, was also a faller at that same fence at Uttoxeter on Saturday. But his form does not read nearly so well.

Charter Hardware and Pelion each have a chance now that they are getting 7lb from my nap, Charter Hardware particularly so since he comes from the John Edwards information stable.

He was beaten a neck by Met Officer in his first chase and then finished third behind Chenny's Brig and Pampering in his next at Ayr where he started favourite.

If that was a disappointment at the time his performance can now be viewed in a different light because Chenny's Brig has beaten Mick's Star and Earls Brig since, albeit somewhat surprisingly. On balance, I still much prefer Outside Edge.

With Stearsby standing his

ground, Dart Over is the only runner racing off his correct weight in the Kent Marathon Handicap Chase.

While Stearsby is obviously not the horse he was once, the winner of last season's Welsh National should still be capable of benefiting from these circumstances, especially since he gets this trip so well.

Having beaten Aquilifer at Worcester, Mithras is the obvious threat even though he has 7lb more to carry than he would if the handicap took in his real rating.

Experimenting, my selection for the Manston Novices' Handicap Chase, has never raced over fences. Yet he looks every inch a chaser and I

believe the chance is worth taking in this mediocre company as he has been in such good form hurdling this season.

Otherwise, it should pay to follow Kingswood Resopal (2.45) and Skeneva (4.15) from David Elsworth's successful Hampshire stable.

Esha Ness's form at Lingfield and Sandown commends him as a good bet to win the EBF Novices' Hurdle qualifier at Worcester where Hls, three times a winner there already, can repeat his victory of a year ago in the Lowesmoor Handicap Chase now that he is guaranteed the soft ground that suits him so well.

Moore's meteoric rise fortifies challenge of northern fraternity

By Jack Waterman

Middleham, high up in the Yorkshire Dales, a country of rushing rivers, ruined abbeys and glimpses of the snowline, has a long history of success on the English Turf.

Its latest rising star is George Moore, who is emphatically helping to demonstrate that when it comes to the jumping game, in contrast to the much-publicised divide on the flat, the north is well able to look after itself.

Among the top half-dozen trainers in present National Hunt statistics, three are from the north — the well-established Arthur Stephenson and Gordon Richards, and now George Moore.

So far the season has brought him 33 successes, worth a total of £50,000 in prize-money for his owners.

Last month, he carried the war into enemy territory and, at Kempton, lifted his biggest-ever haul. This was more than £100,000 when the tough old hurdler Frodocteri won the BIC Razer Lazzarotti Handicap Hurdle. It was also the trainer's first winner on a truly southern course.

Moore has 48 horses in his mixed string at Warwick Lodge, down a narrow, winding street of stone cottages, adjacent to the famous yard of Neville Crump.

There can be few stables which better illustrate the distinction that in racing, and certainly National Hunt racing, bottomless bank balances do not necessarily guarantee success.

Of Alkappa, victim of a freak accident at Market Rasen, Moore says: "The best horse I've ever trained, that's without a doubt."

In the opinion not only of his trainer, Alkappa would have gone to the very top, and targets included the Vincent O'Brien Gold Cup Chase over earlier this month by Playshool. "But," says Moore, "concealing an obvious wealth of disappointment, 'you've got to take the good with the bad'."

That may seem, also, a nonsense northern armour against fate. In fact, Moore, like his outstanding stable jockey Mick Hamman, deliberately chose the north rather than the south where they originally came from.

Moore was born in Devon, went to a local school in Cornwall, and first rode a pony at the age of 12 on the farm near Bodmin where his father worked.

The rest were on the flat, plus three successes in the late of Man, at which the trainer counts in the official statistics, but they still earn you a penalty over here."

Moore is a pleasant, forthright and energetic 35-year-old who sums up this success story to be a "happy lot," he says. "But I don't just mean luck in racing. I mean that you've got to have luck in the horses you've got, and in stable staff. I've got a great head and a marvellous lot of staff. We're a happy lot and I've got a lot of horses. I've got brilliant owners."

That is a sanguine attitude indeed, because Moore, in the past 12 months, has had more than a fair share of misfortune, which most would call appalling luck.



Middleham-based trainer George Moore, enjoying his best-ever season, hopes to strike another blow for the north at next month's Cheltenham Festival.

One of his best horses, Tophams Tavernus, had to be put down, and on the racetrack, he has lost Dhaul, Earth Works, and Alkappa.

Of Alkappa, victim of a freak accident at Market Rasen, Moore says: "The best horse I've ever trained, that's without a doubt."

With the help of a good accountant and a willing bank manager, however, Moore was able to take over his present yard where the colourful and successful Harry Blackshaw used to train.

Moore has never looked back. Yet he makes no secret that his success is gained very much from his father-in-law's legacy of knowledge. "I learnt everything I know from Steve. I was with him for so many years, so I learnt from the very beginning. I do the same sort of things he did, and it works very well. But don't forget that a trainer is only as good as his horses. That's what boils down to."

Astor Express rated highly

As to the future, when he will surely end the season with a very handsome tally of winners, the trainer rates Astor Express as the best horse in his yard. "He was bought in Ireland for £7,000 at the same time as Alkappa, has run four times and won all four. He's a really nice horse and potentially very good."

Beyond this, the flat is looming up. "We had 18 winners last year, so we've got to do better than that."

More immediately comes another assault on the heights of Cheltenham next month, when the sight of George Moore in the winner's enclosure would be yet another notable strike for the continuing success of the north in racing's great winter campaign.

Henderson produces 33-1 surprise with Gwennap

Champion trainer Nicky Henderson produced a 33-1 shock in the Hooch Challenge Handicap Chase.

Mark Dwyer jumped the Malton nine-year-old to the front at the second-last and kept him up to his work as they went away from Team Challenge and Woodlands Lad up the run-in.

It was Proud Pilgrim's first season, and Henderson did score a couple of years ago at Leicester only to have the race taken away from him when he failed a dope test.

Trainer Jimmy FitzGerald said he was hoping for a good run out of Proud Pilgrim before sending him to the Cheltenham Festival where he is entered for the Sun Alliance Chase and the Ritz Cup Chase.

Hard As Iron has been backed with Ladbrokes to win £20,000 at 25-1 in the William Hill Lincolnshire Handicap Chase on March 26, and is now a 16-1 chance.

Worcester fit

The meeting at Worcester today goes ahead with no further inspection planned. The ground will be in very good order, there is an 11am inspection today to see whether racing can take place at Leicester tomorrow. There is a lot of water on the hurdles track.

Results from Towcester

Going heavy (one fence omitted)

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Injured Robson flies home on Ferguson's orders

From Stuart Jones, Football Correspondent, Tel Aviv

The misfortune which has persistently plagued Bryan Robson's international career has struck again. England's captain, whose contribution during the World Cup finals two years ago was effectively ended before the tournament had begun, has been withdrawn from the start of Bobby Ferguson's preparations for the European Championship.

Obedient to the orders of Alex Ferguson, the manager of Manchester United, he flew back home via Vienna yesterday for treatment on his damaged left thigh muscle.

Before his sudden and unexpected departure he explained that the injury had occurred after Monday's training was over. "It was so silly," he said. During private shooting practice with Shilton he "felt a twinge and I knew something was wrong as soon as we started training today."

Convinced that he would be unfit for United's fifth round FA Cup tie at Arsenal on Saturday if he played here, he telephoned Ferguson and was told to "get the first plane home". He did so, at 2.30pm on Austrian Airways, leaving behind one of the most inexperienced of England line-ups.

As he waited at the airport he confirmed that it is "not one of my old injuries. It doesn't feel as bad as it did but I'm not pulling out just as a precaution. It is more than that. I didn't want to miss another international but I had no alternative."

Bobby Robson admitted that the absence of his namesake had "cast a shadow over what we are doing here. He has gone for a whole year without being injured and this is not what we would have wanted. We could have treated him here but his club wants to see him."

England's manager, who kept a wounded Bryan Robson in Mexico because he felt

that his mere presence was so influential, was so surprised that he had not considered who might take over as captain. Butcher is unavailable and he had already decided to omit the other two candidates, Shilton and Sansom.

Selecting the replacement for Bryan Robson was more straightforward. McMahon was already about to be groomed as his successor anyway. The process has merely been accelerated. Yet the news of his promotion to the senior side for the first time was so

England team

C. Woods (Rangers), D. Stevens (Everton), R. Wilson (Everton), M. Wright (Derby), S. Pearce (Nottingham Forest), C. Waddle (Tottenham), S. McMahon (Liverpool), M. Webb (Nottingham Forest), J. Barnes (Liverpool), C. Allen (Tottenham), P. Beardsley (Liverpool).

startling that his wife, Julie, refused to believe it.

"She thought I was messing about when I phoned to tell her," McMahon said. "I'm shocked myself. I've always dreamed about playing for England and this is a big break for me. I feel sorry for Bryan but somebody's disappointment in football is always somebody else's joy."

He paid tribute to Colin Harvey, the coach when he was at Everton and now the manager, and to his Liverpool colleagues in the side, Barnes and Beardsley. He appreciates that he could follow Beardsley's explosive rise to recognition and squeeze into the party for the European championship.

"McMahon is a dominant figure in the best club side in Britain," Bobby Robson said. "This is the next step. All he has to do now is play like that at international level. To accommodate him Webb has been moved across to the left of the central midfield roles."

Bobby Robson has also chosen to offer otherwise rare

opportunities to Allen, Pearce, Watson, Woods and Wright. The experience will help the collection of understudies to prepare for West Germany, should they be retained in the squad. Pearce, for one, is certain to be picked again before June.

The members of the experimental line-up have collectively started only 105 matches, a mere 11 more than one individual. Shilton, Barnes is the most experienced, although half of his 34 caps have been gained as a substitute, and is also the leading scorer with half a dozen goals.

Such statistics should be of no significance. Israel have not won any of the dozen matches since Milenko Mihic, a Yugoslav, was appointed as their manager and their last victory was over New Zealand in a meaningless World Cup qualifying tie in Tel Aviv in November, 1985.

Bobby Robson pointed out that France, held 1-1, and Poland, who claimed their third goal in a 3-1 win in the last minute, "both struggled here recently." So did England two years ago. The man who led the recovery and scored both goals happened to be Bryan Robson.

Coleman loan

Colchester United yesterday signed Dave Coleman, aged 20, on a month's loan from Bournemouth. If the loan period is successful for both parties, a permanent move will be discussed.

January man

Larry Holt, of Market Harborough, has been named as the National Basketball League player of the month for January with an effectiveness rating of 33.25, based on all-round match statistics.

England's first black international for 80 years

Tries of quality are Oti's top aim

By David Hands
Rugby Correspondent

Christopher Oti's selection yesterday in the England team to play Scotland at Murrayfield on March 5 cuts across the social phenomena which has seen no black player appear in the national rugby union side since James "Darkie" Peters in 1908.

Oti, aged 22, a land economy student at St Edmund's, Cambridge and Nottingham player, was his first cap at the expense of Mike Harrison, the Wakefield wing who has captained England in their last seven games. Simon Halliday (Bath) and Rob Andrew (Worcester) are recalled to replace Kevin Simms (Worcester) and Les Cosworth (Leicester).

"I'm absolutely thrilled," Oti said. "I never saw myself as black — just a player. I hope that if I can set a good example, others will want to follow. It has only been since my selection that I have come to realize that in the real world people see you by the colour of your skin."

Oti, born into a Nigerian family of six children, was educated at Millfield and the University of Durham, where he first made an impression on the national scene with a try in the 1985 UAU final against Loughborough. It was a burst of such sinuous power and speed that his credentials as an attacking wing of outstanding potential needed little further examination.

"When I first went to Millfield they were surprised by my performance in the school trials. I'm a very physical player. I just want to run with the ball. I suppose I don't fit into a rugby stereotype — I like to visit a wine bar and do some dancing. I know I need to train, but it's something I find very difficult."

"I have ambitions to score great tries for my country. I don't want to be remembered as the first coloured player to play for England for years. I want to be remembered as a very good winger."



The cream of Cambridge: Oti, who has forced out Harrison, to make his England entrance

Peters broke fresh ground for England

By David Hands

James Peters, the first coloured player to appear in an England jersey and nicknamed "Darkie" at a time when there was no commission to leap to his defence, was born in Salford in 1880 and started his rugby union career in London as a youngster.

But it was in the West Country that he gained a reputation as a daring stand-off half, though there was not then the same specialization at half back as now.

He played for the Dings and Knowle clubs in Bristol before spending the 1900-02 seasons with the Bristol club. He then moved to the Devonport dockyard and joined Plymouth.

He continued his club career despite losing three fingers in an accident in 1910 but was suspended in 1912 after an RFU inquiry into professionalism in Devon. There was a brief attempt to introduce professionalism in Devon. There was a brief attempt to introduce professionalism in Devon.

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Baird row typifies club plight

By Ian Stafford

On the eve of Portsmouth's High Court hearing amid the threat of bankruptcy, a hospital yesterday indicated just how severe the South coast club's financial plight is by refusing to X-ray the injured left leg of Ian Baird until an outstanding bill for private health treatment was paid.

John Deacon, the Portsmouth chairman, together with Bill Davis, the club secretary, and John Parkhouse, the chief executive, will this morning attend a hearing in London to face a winding-up petition with their assets frozen and debts of more than £1 million.

Baird, aged 23, was at St Mary's Hospital in Portsmouth where the hospital authorities were refused to take a precautionary X-ray of his badly bruised leg and threatened to sue the club if their debts were not paid. Dick Bishop, the hospital's general manager, said: "We told them that unless they paid the £750 we would not treat their player and we would take them to court."

Deacon, who has been paying the wages and expenses out of his own pocket since the club's assets were frozen, paid the hospital and Baird's examination then revealed that the leg is badly bruised but not broken.

The immediate bill now facing Portsmouth amounts to £774,000, with the Inland Revenue demanding £626,000 and the customs and excise seeking £112,000 unpaid VAT.

Chelsea's problems to be aired in public

By Dennis Signy

A press conference has been called at Stamford Bridge today to "clear the air" following the departure from Chelsea of Ernie Walley, the assistant to the manager, John Hollins, since June 1985, and to announce a successor.

The favourite for the position is Bobby Campbell, the former Fulham and Portsmouth manager, who is the reserve team coach at Queen's Park Rangers.

With Ken Bates, the Chelsea chairman, out of the country for three weeks, the responsibility for announcing the departure of Walley "by mutual consent" and organizing the installation of his successor has fallen on Graham Smith, a director.

Speculation has arisen about the future of Hollins as

A testing time for Roxburgh's men

From Roddy Forsyth, Riyadh

Whatever else Scotland had hoped to find when they decided to open their build up to the next World Cup with this match in Saudi Arabia, it can scarcely have been a torrential downpour. This, after all, is a city where the annual rainfall is less than 10 inches and which has seen only two showers in the past 10 months.

Yet only 100 yards from the Scottish headquarters, beamed Arab drivers have been forced to inch their vehicles along a submerged boulevard,

Scotland team

J. Leighton (Aberdeen), S. Clark (Chelsea), R. Gough (Rangers), W. Miller (Aberdeen), M. Macpherson (Dundee United), S. Watt (Dundee United), P. Macleod (Glasgow Celtic), J. Collins (Rangers), F. McAvan (Glasgow Celtic), M. Johnston (Glasgow Celtic), A. Gormley (Glasgow Celtic), G. Macleod (Glasgow Celtic), R. Connor (Aberdeen), A. McLeish (Aberdeen), J. Colquhoun (Glasgow Celtic), P. Nevin (Glasgow Celtic).

and a little further away someone has abandoned a brand new powder-blue Mercedes limousine in the middle of a temporary lagoon.

Such scenes will certainly encourage the sceptics, who believe this trip to be a needless exercise requiring players to spend 18 hours flying in a week when most will have to play in cup ties north and south of the border.

It is no secret that if such countries as Morocco or Portugal had been able to accommodate the Scottish Football Association's desire for a pleasant mid-winter fixture, we would now be involved in a contest at a considerably shorter distance from home

and at significantly lower expense.

However, Andy Roxburgh's knack of finding silver linings extended to the unaccustomed stormclouds above the Scots' training ground yesterday. "The more rain the better," the Scotland coach said.

Gesturing at the floodlights of the National Stadium nearby, he added: "The pitch there is disappointing, a patchwork of grass and bare ground, but even that is of benefit to us. We are trying to show some of our newer players that you can never be certain what you will find when they travel. It is better that they learn to take these things in their stride before we come to games that will matter."

By the same token, Roxburgh needs to discover something of the calibre of his new men before the Scots embark on their first shooting match against Norway in Oslo next September.

John Collins, the Hibernian midfielder player, is in from the start on the left, where Scotland have not been well endowed in recent games.

Maurice Johnston, of Nantes, and his successor in a Celtic jersey, Frank MacAvan, form a new forward partnership, and Richard Gough will start the match alongside Willie Miller in central defence in a move designed to discover whether Gough is more effective for Scotland in the middle of the back four or at full back.

Surprise as US go down

From John Hennessey
Calgary

In the most dramatic of finishes to their Olympic hockey match in the Saddledome here on Monday night, the United States were beaten 7-5 by Czechoslovakia. Dejected after their unexpected defeat by West Germany in their opening match, the Czechoslovaks found themselves 6-5 up but a man short due to a technical transgression when the United States swapped their goalkeeper for another man in attack.

They were swarming round the Czechoslovak goal for a minute or more when they were hit by a bolt from the blue. With nine seconds left Dusan Pasek seized the puck near his own net and struck it virtually the whole length of the rink to score a sensational goal.

To add to the point to the drama Czechoslovakia, it seemed, had been dead and buried when their opponent had whipped in three goals in the first six minutes. Their goalkeeper, whose fitness was suspect, was replaced by Jaromir Sindel, who was to be nominated as man of the match by his team's coach.

"I'm going to get into trouble for this," Hall said, "but blood doping is the most logical explanation. You have to wonder at an event like this that out of the nine top places, they've only let two other guys in."

Zurbriggen stays on course for his second gold medal

From Iain Macleod

Pirmin Zurbriggen, of Switzerland, winner of the men's downhill title here on Monday, yesterday took a giant step towards another title when he won the downhill section of the combined event. Zurbriggen completed the shortened, 2,967m course, in 1min 46.90sec.

There is, it seems, nothing bar a fall in today's slalom to prevent the Swiss from emerging in the space of three days as the undisputed star of these XVth Winter Olympics.

For even allowing for the fact that although the slalom is one of Zurbriggen's favourite disciplines, it would also appear to be his weakest. He has, nonetheless, managed a fourth place this season at Kranjske Gora, which suggests

that the title is now definitely within his means.

Zurbriggen was about half a second ahead of Franck Piccard, of France, the bronze medal winner in Monday's downhill. But the major surprise was the apparent third place achieved by the Australian, Steven Lee, who has been growing in confidence after some improved showings over the past two months. Later, though, he was disqualified for missing a gate.

The prospects of Zurbriggen again striking gold here today have been considerably enhanced by the non-appearance because of an injured elbow, incurred three weeks ago at Leukerbad, of Marc Girardelli, of Luxembourg, the one man who was most

capable of stopping the Swiss.

Zurbriggen said afterwards that the most important thing was that "I didn't lose my concentration" after yesterday's victory. I felt very relaxed. The course was much faster this morning. My line was too straight through the gate. That's why I entered the first curve too low. My left knee banged into my chest, and my teeth now hurt."

However, some of the slalom specialists such as Hubert Strolz of Austria, who finished fifth today, and his compatriot, Gustav Mader, who was 11th, cannot altogether be ruled out, under the complicated nature of the FIS scoring system which decides the medals after today's slalom.

Britain's Martin Bell again managed a respectable position. After the euphoria of yesterday's excellent showing in the downhill proper, he was, not unexpectedly, somewhat disappointed with tenth place.

Bell said afterwards: "I was a little bit more nervous today as I went into the starting gate. Today I made up time on the slalom, but I have lost quite a bit of time on the top part. I'm not pleased with the way I skied. I'm not as happy with tenth place as I was in the combined downhill at Crans-Montana last year."

Blood doping allegation

"There's a much bigger drugs problem than people realise, and until the IOC and the International Skiing Federation get off their backsides and do something about it, it will always be there."

Hall points the finger of blame at the FIS Medical Committee. "They were supposed to be tackling the problem years ago, but have done nothing. They have a rule that says blood doping is illegal, but don't test for it."

Dickie sues Board to recover British title

By Srikanth Sen, Boxing Correspondent

Robert Dickie, the Swansea featherweight, is to sue the Boxing Board of Control for the loss of his British title.

Dickie was to have defended the crown at the Alan Lido, Aberavon, on February 24, but when he damaged his right hand last month the Board decided to declare the title vacant. Kevin Taylor of Rochdale, the central area champion, will now meet the challenger, Peter Harris, of Swansea on the appointed date.

Colin Breen, Dickie's manager, said: "We are suing for the £15,000 purse he would have got against Harris, for the loss of status, and for the loss of potential earnings as a British champion. They can't get away with it. It is like sacking a man when he is on the sick."

Board said that it was not prepared to give an extension, since Dickie had not defended his title since October 1986.

The boxer was involved in a serious car crash last March and took 12 months to recover. When stripping Dickie of the title last month, John Morris, secretary of the Board, had said that the decision was taken because the division was a lively one with contenders queuing up. The Board wanted the championship to "move along."

However, they ruled that the new champion would not have the usual six months' grace and would have to defend against the new challenger when ordered. Morris said that Dickie would be regarded as a preferential challenger once he is fit.

END COLUMN

French tempt judo's cream

By Nicolas Soames

Jigoro Kano, the revered founder of judo, must be turning in his grave. His view of judo was rooted in the maxim *jinkyoji* — for mutual welfare and benefit — and, as a highly educated man, he took a dim view of prize fights.

His exalted attitude saw judo as a perfect vehicle for honing the character through hard physical and mental commitment and the refinement of technical skills. Judo was to him *shugo* — ascetic training — not sport in the sense of gentlemanly diversion.

However, exactly 50 years after his death, the French Judo Federation, the most powerful single judo organization outside Japan, has announced details of an elite competition in Paris on December 10 offering the sum of 100,000 francs to the winners of four weight categories, with second prizes of 50,000 francs, 30,000 francs to two bronze medal winners and two 20,000 francs consolation prizes.

In keeping with the contemporary trend of sponsorship, it is called The First Dairy Produce Masters (a bit like the Milk Marketing Board), and appropriately will be concerned only with the Gallic idea of the cream of international judo players. Specifically, the means the four Olympic medal winners in the light-middleweight (under 78kg), middleweight (under 86kg), light-heavyweight (under 95kg) and heavyweight (over 95kg) plus four top French players in each division.

A marvellously bold proposal

It is a marvellously audacious proposal, one that is likely to rock the very foundations of the judo fraternity both in Japan — notwithstanding the clear commercial roots of *sumo* where the winners are paid cash while still sweating in the ring — and abroad.

It will divide judo into two clear camps: the modernists and the traditionalists. Although no decision has yet been taken — the plans were only revealed at the *Tournoi de Paris* at the weekend — it is possible that the Japanese will boycott the event, but the more commercially minded sportsmen from Western countries may find themselves competing in the *Sumo Olympics* with half an eye on the further target on the treasure trove at the end of the year.

Among them, possibly, will be Britain's own Olympic light middleweight silver medal winner, Neil Adams. Although he cautiously says that his priority at the moment is getting to the Olympics, he is absolutely unequivocal in his support for the idea.

Incentive for youngsters

"We have been hypocritical for too long about amateur and professional status in judo," he said. "All the top fighters are professionals in the sense that they train full time and are paid to do that. The only difference now is that they will get paid to compete."

"If this gives an incentive to those young boys coming through, I welcome it. After all, if they can do it in athletics, why not judo? It can only help them, and it will certainly create a lot of interest. The only problems it can cause is if the players decide to peak for a paid event rather than the world championships or Olympics."

The chairman of the British Judo Association, Mick Leigh, sees the development as inevitable. "Professionalism in sport is a sad fact of life," he said.

It seems that the prize-money will be paid to the governing bodies to hold in a trust fund for the *judoists* (the judo player) when he retires.

The implications for judo are numerous. Le Premier Master Produits Laitiers, to give it its formal French title, could be the start in a series of professional judo tournaments throughout the world. Though this first event includes only four weight categories, all seven Olympic weight events could be included; a natural development would be prize fights for women.

However, before traditionalists throw their hands up in horror, it is salutary to recall that judo made its first appearance in Britain when Yukio Tani toured the musical halls taking on all-comers — for cash.

SPORT IN BRIEF

Hampshire signing

Hampshire have signed Stephen Jeffries, aged 28, a fast-medium bowler from South Africa on a two-year contract. Once with Lancashire, Jeffries has represented his country against unofficial touring sides.

He was recommended to Hampshire by Barry Richards, the county's former opener, and Robin Jackman, and will cover for Malcolm Marshall, who will be touring England with West Indies this summer.

Driver cleared

Verriers, Belgium (AP) — Michele Alboreto, the Italian Formula One driver, was yesterday cleared of any blame in an accident in which he struck a television cameraman before the start of the 1985 Belgian Grand Prix.

Holt at last

Andrea Holt, aged 17, has had her place in the England table tennis squad for the European championships in Paris confirmed. Originally, the ETTA wanted three women in the team but Donald Parker, the captain and sole selector, pressed for a fourth place.

Lumpkin leads

Jay Lumpkin, the United States club professional champion, will lead the American team trying to retain the Johnnie Walker PGA Cup at The Belfry from July 22 to 24. TEAM: J. Lumpkin (Florida), J. Lanzetta (Vermont), J. Roth (Michigan), J. Moore (Mass.), G. Gilbert (New York), T. Wingo (Ill.), G. H. Jones (New Jersey), S. Bess (Texas).

Innings closed

New Delhi (Reuters) — Gundappa Viswanath, 39, a veteran of 91 Tests for India, has announced his retirement from competitive cricket.

Kristiansen: record-breaker

Ingrid Kristiansen, of Norway, who set the marathon world best in London in 1985, yesterday confirmed her entry for the 1988 Mars London Marathon on April 17.

Late Open

The Jersey Open golf tournament will be held from October 20 to 23, instead of its usual date in June.